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Official Organ of the
**AMERICAN NATIONAL LIVE STOCK
ASSOCIATION**

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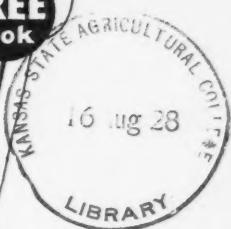
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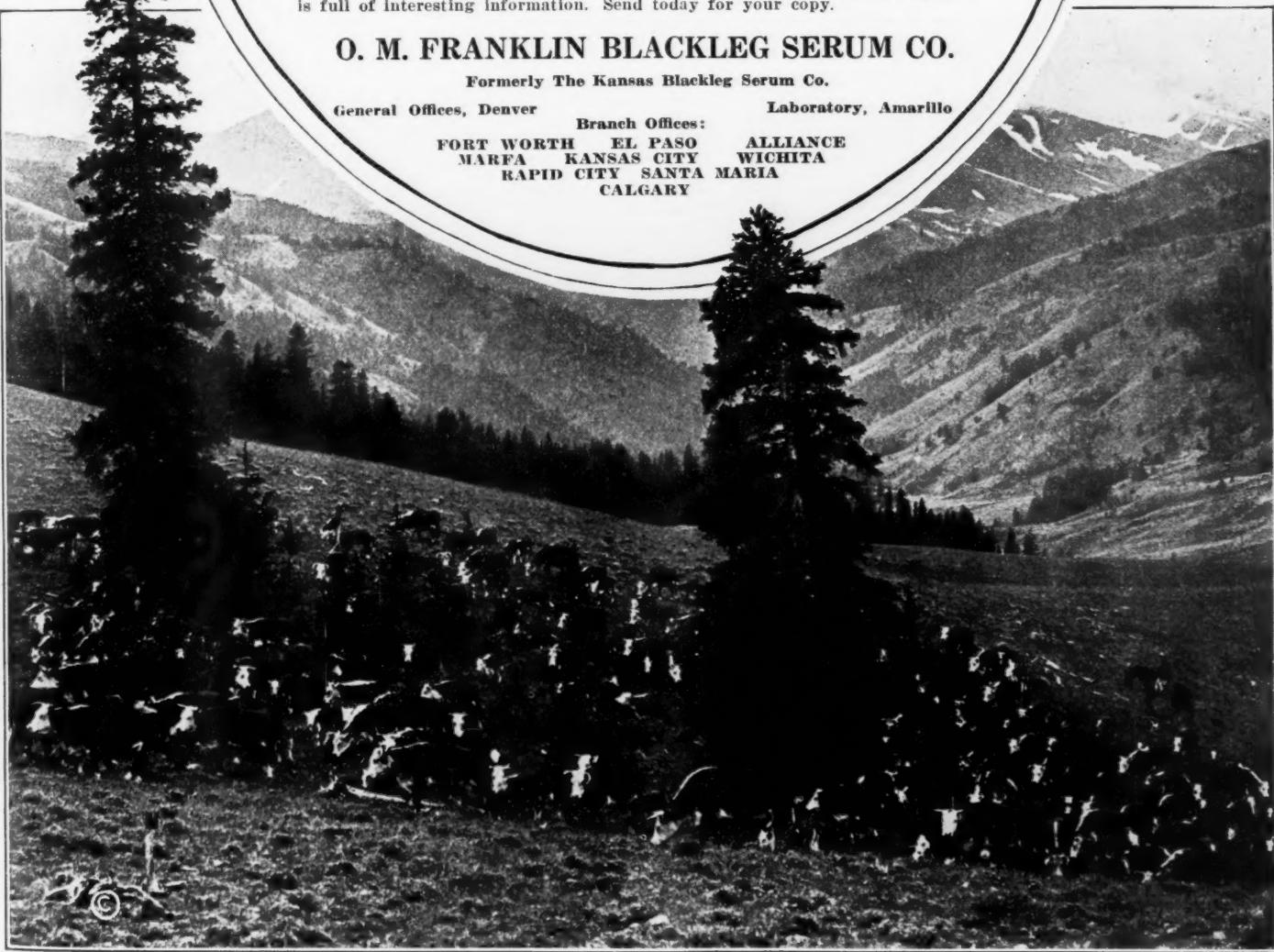
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"Making" the Market

TWO statements appear frequently in newspaper reports on the trend of the live hog market; viz., "Shipper Buyers Boost Market," or "Big Buyers Backward Bidders."

These reports may be basically true, but nevertheless they are misleading.

Shipping demand is from hundreds of small packers, located largely in populous eastern districts. Their buying reflects the conditions of the pork trade in their respective territories, and these vary greatly. For instance, the trade in Pennsylvania may be so good that the packers there are eager buyers of live hogs, while at the same moment trade in New York may be so unsatisfactory that the New York packers do not order any hogs whatever. On another day, the situation may be reversed.

Packers, whose business is nationwide, face average conditions rather than extremes. For them good business in New York may be offset by bad business in Pennsylvania, while a strong market in New England may occur when sales in California are dragging. It is natural, therefore, that their buying should reflect their business—that they should pay average prices and be in the market constantly, rather than that they should pay top prices one day and not buy any hogs the next. Certainly, without the day-in and day-out buyer at average prices, there would be no such thing as the daily cash market enjoyed by American livestock producers.

The fact that the "shipper" top on any given day exceeds bids of local or national packers, does not necessarily indicate that the average prices are too low.

F. E. S. White
President

ARMOUR AND COMPANY
U.S.A.

THE PRODUCER

THE NATIONAL LIVE STOCK MONTHLY

Volume X

DENVER, COLORADO, AUGUST, 1928

Number 3

Bears and Lions

BY B. V. LILLY

Silver City, New Mexico

[Concluded from July number]

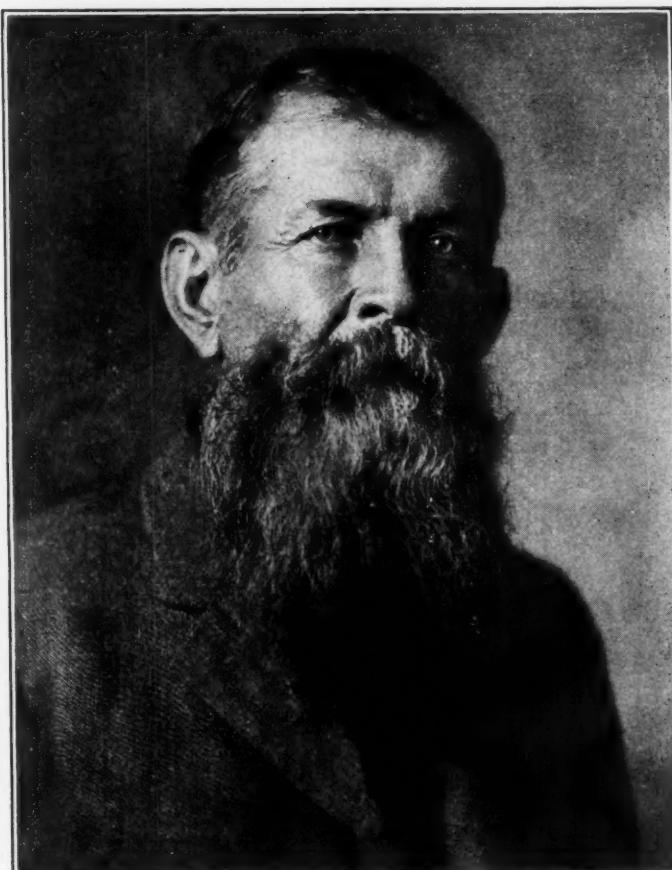


IT IS NECESSARY TO SAY that in 1913 the stockmen made about the same arrangements as the men at Alma, New Mexico, who were extending my hunts from Alma to Luna and as high up as Alpine, Arizona. Only a few of them were offering a bounty. Where there was a bounty paid I hunted from, we will say, the mouth of the Blue River to the head of it. Each section paid for what was killed on its territory. I would work where the worst damage was being done—working everyone's range who was paying.

I was at Bear Valley, west of Alma, when a man came and told me that bears were killing cattle at the head of Blue River. One big bear had killed fourteen in two weeks. I struck out the next morning. I knew the locality where the killing was done. In two weeks I killed four big male bears and six mountain lions—two large males, two full-grown females, and two half-grown kittens. The lions had killed a young horse and a colt.

One-fifth of Young Stock Killed by Prowlers

I was asked to tell what the loss of stock was in that locality. I reported that 20 per cent of the young stuff was killed by wild animals—that every fifth calf or colt was caught by bears, lions, or wolves. They wrote me: "Mr. Lilly, we regard you as the closest observer in the field. Why is it that you differ so from all the forest men, who say that 10 per cent is the total death-rate?" I answered that I had reference to the rough mountains which had enough wild animals to justify me hunting there. When I



B. V. LILLY

reported I had killed seventy-five bears and lions, they wrote me: "You are certainly correct! If we had seventy-five animals to feed, we couldn't feed them on what you claimed."

Many people do not pay bounty because they cannot raise the money. It takes all they make to keep them going.

Most of the time in 1913 was spent between the Blue and Frisco Rivers. In that year I hunted but



STARTING OFF ON THE HUNT

very little east of the Frisco. Later on I took in more territory. I hunted from the head reaches of the Blue on the east side to the south fifteen miles below Alma, and from the head reaches on the west, south to the mouth of Grant Creek six miles south of Blue post-office. This territory was hunted through several times inside of twelve months. In 1914 the same territory was worked for lions and bears, with equally good or better results. I killed nine mountain lions and three bears in one week. The bears and lions were killing stock.

During the latter part of that season the ranchmen all began to pay bounty and to have their sections worked. They could see that it was a good plan—that it was better to pay bounty than to feed the wild animals. I made a good killing in 1914 all through the ranges. Everywhere the bounty was kept up in 1915. I did well, taking in still more territory. The lions were not killing so much stock; neither were the bears; but the people saw they had a chance to get rid of them, and they used it. The ranchmen, large and small, kept me busy.

In 1916 I did some work for the Biological Survey. I worked over every section I could. No one had any bounty to pay. I made it pretty hard on the lions. They had no protection in that neighborhood. I have worked over the Blue River section from the lower end to its head reaches, both east and west. It is difficult to say just how much stock is destroyed by wild animals. They destroy stock clear to the head reaches of the Frisco River.

A Game Mother Lion

I killed a big male lion on the James Brothers' Ranch, west of Chloride, New Mexico. I hunted

several days around Hermosa and Pankey's Ranch. There were no lions in that section. I caught sight of one near Johnson's Goat Ranch. It was snowed out. Mr. Armour carried the pack by Chloride to get over to Diamond Bar Ranch, and I footed it across the mountains. I lay out in the snow two nights. I found no lion tracks coming over the mountains. Mr. Armour came in, and we came south down Black Canyon. We made a camp in the canyon. I looked around for lions' tracks. I killed an old she-lion. The dogs treed her. It was pitch-dark. I scrambled down the worst kind of a mountain in the dark and reached the tree that the dogs were barking up. I could not find the lion. It was a medium-sized pine. I finally found a form of something up in the tree. I was shooting a rifle, and when I fired it jumped high up in the air. It landed somewhere on the ground and ran across Indian Creek. It was getting darker and darker. The lion sprang up a steep bluff and into a tree—a thick and dark spruce tree. I finally made out something that looked different from the other part of the tree, and shot at it. Down it came, and crossed back over the same creek, and treed again. This was a thick spruce tree, but in a lighter-looking place. I fired at her again and wounded her very badly. She fell out, and the dogs killed her. I built a big fire and skinned out some meat for the dogs to eat. I had wounded her every shot I made at her in the dark. I found she was suckling young. I found the young the next morning about half a mile away. They were under a rock—five of them in the bed. The dogs killed one. I skinned the old one and carried the four kittens to camp. Mr. Armour took care of them. We carried them up to the Diamond Bar ranch house. This female lion had three deer covered up in different places. Near where the kittens were there were one cow and two yearlings that she had been eating on—only one at a place.

I was hunting up near where I found the five kittens. It was a bad, dark evening, and it was beginning to snow. I was hunting for a large male lion. I had found his track, and thought he was due. It was late Saturday evening. There was a cliff of rocks which this lion passed under when he came along. So I looked, and found that he had not been there. As I never hunt or travel on Sunday, I commenced gathering up wood and piling it under this rock. There was not room enough to keep more than two dogs and myself. So I fixed a place for the other two near by. We slept there Saturday night. It snowed Sunday and Sunday night. It was fearfully cold. I had no bedding, and kept by the fire to keep alive.

Wild Animals "Back Track" to Find Kills

I got out at daylight, and found that the big lion had been within twelve feet of where I was lying

down by the fire. I had some of the mother lion's meat hanging in a tree to feed the dogs on. He had smelled that and kept on. I took my axe and swung it on my shoulder. I gathered up my gun and horn. I had a frying-pan on the fire. I called the dogs out, and they took the lion's track and pulled out. They trailed him down to Black Canyon. He had killed a nice cow that night, eaten off her, and gone on. The dogs traveled much faster than I. They could smell him better after he had filled up on fresh meat. I rushed along all I could and climbed up on the bluffs. I heard the dogs barking; so I hurried on, and found they had a female lion treed. She was fixing to jump out. I fired on her and broke her back. Down she came, with the dogs fighting her. I took her entrails out and hung her up in a tree. The dogs took the male's track and went on after him. This female lion could smell where he had been eating on the cow, and had taken his back track to find it. That is a habit with bears, lions, wolves, dogs, and foxes.

I stayed with the dogs until night. I caught them and tied them up, crawled under a small rock, and built a fire. The next morning the dogs took the lion's track, trailed him about a mile, and jumped another one coming back on his track. They treed her, and I killed her. It was a female with two kittens to be born soon. I took her entrails out and hung her up in a tree. I then went up to my camp, where Mr. Armour was. He had everything nicely cooked for me. As soon as I had eaten, we went back down and skinned the two lions, staying all night under a rock. The next morning he carried the hides to camp. I went and took the big lion's track, and followed it for about six days. I killed him about a mile or two from where we killed and skinned the two females. This large male lion went to several cattle they had been eating on. He seemed to miss the three females that I had killed, and he would go to the cattle they had eaten on.

Hounds Useful in Discovering Buried Stock

I searched the ranges very closely for other lion signs. The hounds I use will carry you to a carcass of a calf, colt, deer, or grown stock of any kind, if it is covered up. In killing and hunting these nine lions—one old male, three full-grown females, and five kittens—I found on two ranches that adjoined a line fence which made the difference—the Diamond Bar and the G. O. S. Ranch. The lions were killed and ranged on both ranges about equally. I found fifteen head of cattle, large and small, that had been killed and eaten by lions. I then moved to the G. O. S. Ranch, where I killed seven lions, and found fifteen head of cattle killed while I was killing the lions. It took about three weeks to kill the seven head on the G. O. S. Ranch.

I have a diary showing that I killed forty-two lions in four months on the G. O. S. and Diamond Bar Ranches. This was in 1919. Since the first of September, 1920, I have seen but six calves killed by lions. I killed the lion that had killed each calf. None of the hunters or cowboys report seeing calves killed by lions, although they keep a lookout for that. Mr. Glaze, a wolf-trapper, found one that was killed by a lion. I was away when it was killed. I killed the lion when he took up his traps. I was afraid to work the dogs where the traps were. It goes to show that by careful work the losses of stock can be stopped. Think of it—7,400 head of cattle run on this range, while lions raise their young on the adjoining ranch!

Victor Culberson, manager and one of the owners of the G. O. S. Cattle Company, is the only man who could realize that it would pay to have the lions killed out at once, regardless of cost. He saw that it means money and stock saved to get them killed out, and that the ranch was benefited by using hounds on the range. It helps to keep wolves from raising young or moving them to the ranch. I think it is beneficial to ranches to have hounds on it, and some man to stay out at night in places where these animals are accustomed to coming in on the ranges. If he visits their bedding-places once in two weeks, they are not apt to stay on that range. Once you get your lions and bears killed out real close, it would be hard to restock that range with the same species from another locality.



MR. LILLY WITH TWO OF HIS "KITTEENS"

If the different ranches and stock-raisers were to organize and sweep out the animals that do the damage, it would cost but little to keep it up.

Wide Range of Grizzlies

These wild animals—say, the large male grizzly bears—have a range of about sixty-five miles. Such

a bear is the boss on that section. He will make a trip over the portion that is most suitable for grizzlies to use; he will know where the other grizzlies are feeding, and where they are "laying up" in the daytime. It often happens that he will lie around for a day or so, and use the same food they use, and then strike out for another family of bears. He will kill a cow or a yearling, and eat on it, if it is in a suitable place, for three or four days. Then he will find another family of grizzlies. The other bears smell this meat and blood on him, and they take his back track and go back to the kill, and eat it up in this way. The best thing to do is to get the large boss males killed first, as they have a tendency to cause the other growing-up animals to get on your range by visiting their kills, and help make and eat the kills. At certain seasons they move to different feeding-grounds.

This large boss grizzly, we will say, travels over the bear country once in about two weeks, visiting the places where the bears "lay up" or feed. Sometimes they do not stop, but keep on, and find another bear, and then go on again. Those very old ones make many kills and do not eat a bite of them. Some will stay a day or three days, lie down in sight of their food, eat until it is eaten up, and then go twenty miles in one night, passing through the territory of two or three other bears, and not stopping. They generally lie down by themselves, and sleep in summer time during hot days. On these trips they have certain dense, thick places where they "lay up." If it is a very old one, you can see where he has as many as a dozen beds. They scratch out holes as deep as half their side and about their length, in a dense shade. In the winter they go into a hole in the ground, under a rock, which they usually dig. In some regions they go into a cave.

The black bears have the same method of traveling over the range, and their bedding-up is somewhat similar. Their range is usually about forty-five miles. They keep watch over the other bears. They rub on trees and bushes at the meeting-places, the same as the grizzlies. There is some difference, yet they are very much alike. Each tribe, if they eat a big bite of meat, will strike out on another range, looking for other bears. Then they will rub on trees and bite on them. In different localities they have different habits. The bears on the Mississippi River and in the big thickets in southern Texas did more biting on trees than those of any other locality I have ever been in.

The mountain lion makes two strokes with the front foot in the dust or straw, six to ten inches long and six or seven inches wide. The straw will usually be about five to seven inches at the back part where his foot stops. This performance is carried on by the male when he has made a kill and is hunting other

lions. This is called "pawing." Females do not use that performance—it is used only by males. All traveling lions visit these places when they get lost from the other lions, large or small. Bears visit the bears' rubbing-places if lost or traveling.

Male Leads the Way

It is well to say here that the male bear is the first to go over the range from one end to the other. If they "lay up" on the south end of the range that he claims, he will strike out for the north end. He seems to be watching on that portion of the mountains, if conditions are favorable. If they prove a failure and there is a chance of their suffering, the large boss makes a move to food in localities which are a suitable home for bears. The female and two-year-olds are the next to follow. It seems that, if the large male leaves and fails to come back, the females with cubs will be the last ones of the bear tribe to move to the same range that he is located on.

These large, very old bears look after the others at all seasons of the year. They make their rounds where the rubbing-places of the different families of bears are. Whether it is the mating season or not, if other bears are passing by these rubbing-places, they will visit them and examine everything very closely. Both sexes and all sizes seem to be glad to rub and play around these rubbing-places. At these places they can find out whether the large bear has killed or eaten on fresh meat. This is done by smelling the bear's breath. There is no other performance left there, except rubbing on the tree or biting on it.

The very old male mountain lions have very nearly the same habits as bears. They travel through the ranges of lions and visit all the different lions that are in that locality—all sizes and sexes. They usually raise two sets of kittens in about twelve or fifteen months. Bears raise cubs but once in two years. The cubs are usually born in February, and are said to be the smallest babies of any animal in proportion to the mother's size. The bear has been known to bring four, and the lion has been found with five. As a rule, the lion brings from one to three, and the bear the same number. There are exceptions occasionally.

It would be quite a pleasure to me to describe the habits of all the wild animals, as I understand them—the males, the females, and the youngsters at birth and until fully grown. This article does not attempt to describe any but the mountain localities where bears and lions were very plentiful. It would be difficult for a man who has not had the time and opportunity to realize as facts the things I am trying to explain. You surely can see, from the number of bears and lions that I have killed since 1908, what it would take to feed them, and you can see from the pains that Mr. Culberson took that they can be killed

out. The only way is to have them killed out close. It would be a good thing to have young men take up hunting, search their own locality first, and then try an unknown region to see if it would assist them in getting familiar with the wild animals' habits. Wild animals act differently when they are very scarce. The loss from predatory animals is very heavy in some localities in the rough mountain country which are suitable for bears and lions.

BEEF SLAUGHTER STILL DIMINISHING

BY JAMES E. POOLE

WHEN WILL THE TURN in cattle production be reached? F. Edson White, president of Armour & Co., is on record with a prediction that 1929 will mark the turning point. John Crane, an admitted authority, is of the opinion that low production will not be reached until 1931 or 1932.

Meanwhile slaughter is constantly decreasing and average weight diminishing. During the twelve-month period ending June, 1928, slaughter under federal inspection was 9,040,000 head, against 10,050,000 last year. Reduced to pounds of beef, this tells an eloquent story.

At the end of July the visible supply of corn-fed cattle was the smallest for many years past. Chicago receipts were running 10,000 weekly less than a year ago, and the proportion of finished bullocks was much lower. Around the ten-market circle, receipts have been running 30,000 to 40,000 less each week than in 1927.

Already newspaper writers, more or less ignorant of the actual situation and underlying causes for current high prices, are writing protest screeds on the subject of high-cost beef. "Dollar-per-pound steak" is a stereotyped caption for such articles, in which either packer or producer is blamed for conditions. Beef has soared to high price-levels—so high, in fact, that consumption has been restricted, to the advantage of hog product and lamb. Regardless of other factors affecting lamb prices, substitution of that meat for beef has been a potent influence. Beef has all but disappeared from circulation in restaurant, hotel, and dining-car circles; lamb is taking its place in a measure. Even the cheaper grades of beef are scarce.

There is no logical basis for assumption that 1929 will register the low point in beef production, or that present high prices will stimulate rapid recuperation of the cattle industry. Admitting that production follows price, the character of the cattle-raising operation must be reckoned with. Depleted some five years ago, the sheep industry, with a much shorter cycle, is only now staging a "come-back," and will probably require another three-year period to complete the job, for which slaughter of live lambs is responsible. Conditions in cattle trade are not dissimilar, as heifer calves, matured to the yearling stage, have been trooping to the shambles for years past, delaying replacement of aged cows in western breeding herds; and, while lamb-growing is making rapid headway east of the Missouri River, a similar development in beef-cattle production in that area is impossible. While some heifer calves will be salvaged this year for maturing purposes, feeders are able and willing to pay such high prices for heifer calves that diversion to that channel of a large portion of the 1928 crop is assured. If the country has used up six crops of cattle during the past four years—and reliable authorities make that assertion—rehabilitation of the industry within a decade is unlikely.

Of course, present calf and yearling prices will result in considerable conservation of young beef-bred animals. There is evidence of this policy in Iowa, Missouri, Nebraska, and other sections where any considerable number of beef-bred cows survive, and, as it is now possible to grow a calf as cheaply east as west of the Missouri River, this phase of the industry has promise. Yet the average farmer east of the Missouri River will never become a beef-cattle grower, and the rank and file of Corn Belt feeders will always depend on western pastures for cattle replacement; consequently the measure of future beef production, near and remote, will be the ability of western breeders to build up depleted cow herds. The extent to which these breeding herds have been depleted is not generally sensed.

Not only is beef selling much higher than a year ago at wholesale, but retail cost is still higher. Common beef shows most of the recent appreciation, as retailers are substituting in bare-faced fashion. Common steer carcasses wholesaling at \$12.50 to \$14.50 per cwt. a year ago have advanced to \$17 to \$19, and medium carcasses from \$14.50 to \$16.50 a year ago to \$19.50 to \$22.50 now. On the other hand, choice carcasses now selling at \$23 to \$24.50 per cwt. were worth \$18.50 to \$20 in 1927. Cow beef costing \$10 to \$14 last year at this time is now quoted, wholesale, at \$14.50 to \$18.

Gene Grubb, the sage of Mount Sopris, surveying the bovine multitude at the Chicago International twenty-five years back, made the prediction that a time was not far away when beef would be a luxury, and that American meat-eaters would be forced to buy small meats—pork, veal, and lamb. That time is here.

The year 1929 will not record low tide in beef production.

WESTERN CANADA JUMPING TARIFF WALL

J. E. P.

A COMMITTEE appointed by the United States Tariff Commission is now in western Canada investigating cost of cattle production in the three "prairie provinces," of which Alberta is of major importance from a cattle standpoint. This is the first result of efforts made by Vincent Massey, representative of the Canadian government at Washington, whose purpose is to remove the present tariff on Canuck cattle. As a preliminary step, the commission is making an investigation concerning Canadian cost of production.

An unprecedented event on the Chicago market late in August was the arrival of a consignment of stock cattle from the Peace River country. Weights ran from 550 to 750 pounds, a feeder getting the string at \$10 per cwt. They had been on the road thirty days, delayed at Edmonton to make up the consignment. These cattle were strong in Shorthorn and Angus blood and type, much like the native cattle of Iowa and the Dakotas—cattle that usually do well in the feed-lot.

The Peace River country is a remote section lying in a depression along the eastern slope of the Rocky Mountains, in the extreme northwestern section of Canada. It has been touted as a future sphere of agricultural development, but is at present somewhat inaccessible. It grows good cattle, however, despite its northern latitude, and, with an American outlet created by abolition of the tariff, might become a source of stocker supply.

Another development recently is the arrival of substantial consignments of packing sows from Calgary, Alberta, at Chicago. They sold at \$9.50 to \$9.85 per cwt., and, costing \$6 at Calgary, the operation was profitable. No other explanation was forthcoming than that Canadians do not eat that kind of product.

OREGON CATTLEMEN MEET AT ENTERPRISE

THE FIFTEENTH ANNUAL CONVENTION of the Cattle and Horse Raisers' Association of Oregon was held at Enterprise on July 2 and 3. It was a source of much gratification to members once more to see ex-President Pollman among them, greatly improved in health after a long illness.

Following the address of President W. A. Steward, E. L. Potter, professor of animal husbandry at the Oregon Agricultural College, Corvallis, spoke on "Danger of Importation of Foreign Beef." William Pollman discussed "General Conditions in Oregon." "Present Conditions in Wallowa County" was the subject of George Richards, of Enterprise. Herman Oliver, of John Day, addressed the meeting on "Membership." The secretary-treasurer, William Duby, thereupon submitted his report.

C. L. Jamison opened the proceedings on the second day, followed by T. W. Tomlinson, secretary of the American National Live Stock Association, who spoke on "Conditions in General." Robert Withycombe described "Results Obtained at the Union Experiment Station." In the afternoon, Governor I. L. Patterson gave a brief talk. E. N. Kavanagh, assistant district forester, Portland, discussed problems of co-operation; Fred Phillips, of Baker, matters connected with brand inspection; and Walter M. Pierce, of La Grande, "Present and Future Meat Supply."

These resolutions were adopted:

Holding that stockman and farmer are entitled to same economic protection as is accorded manufacturer, and urging tariff on cattle and cattle products sufficiently high to cover difference in cost of production here and abroad;

Indorsing orderly marketing plan previously put into effect, and urging its re-establishment;

Commending work of Bureau of Biological Survey in control of predatory animals and injurious rodents, and favoring its extension;

Protesting against any reduction in automobile license tax;

Favoring amendment to state bull law requiring bulls turned on open range to be pure-bred;

Pledging continued support to American National Live Stock Association;

Raising salary of secretary-treasurer of association;

Advocating passage of state income-tax law as a means of partially equalizing tax burden;

Requesting legislation to cope with stealing of cattle;

Suggesting that forest officials keep complete record of all parties seen on national forests, approving new policy of curtailing building of roads on forests, favoring application of revenues to improvements for grazing purposes, and protesting against increase in fees;

Recommending establishment of cross-state railroad running east and west through central Oregon;

Condemning organization of Federated Agricultural Trades of America for its purpose of defeating operation of farmers' co-operative associations;

Opposing practice of paroling criminals;

Thanking all taking part in membership campaign, congratulating President-Emeritus Pollman on recovery of his health, and expressing appreciation of his invaluable services.

Herman Oliver was elected president for the ensuing year. C. L. Jamison and James Mossie were named first and second vice-presidents, respectively. William Duby was re-elected secretary-treasurer.

THE CASPER CONVENTION

LOCKMASTERS from every part of the state and representatives of the more prominent national wool firms gathered in Casper on July 18-20 for the twenty-fifth annual convention of the Wyoming Wool Growers' Association. The

importance of this event will be realized when it is stated that sheep-raising is the second greatest industry of that commonwealth.

J. B. Wilson, in presenting the secretary's report, dwelt on the magnitude of the sheep business and stressed the necessity of co-operation. President Kleber H. Hadsell spoke at length on the efforts made by the association to enforce compliance with the Truth-in-Fabric Law, recently declared constitutional by the state Supreme Court. H. W. French, representing the Bureau of Animal Industry at Denver, invited members of the association to make use of the market news service offered by the Department of Agriculture. The efficiency of regular hunters in predatory-animal work was set forth by Albert M. Day, of the Biological Survey. W. L. Harvey, secretary of the Central Western Shippers' Advisory Board, explained the recent organization of a five-state agricultural council to advise producers.

Senator John B. Kendrick, next addressing the convention, cast his glance back over the early history of the industry and surveyed the work now in progress for the advancement of the interests of the wool-grower. On the question of the tariff, he made it clear that the import duties would not be removed or lowered on his vote. Charles McCumsey, assistant manager of the Federal Intermediate Bank of Omaha, defined the functions of the new system of financing agriculture. Costs and returns on thirty-seven sheep ranches in the central part of the state were presented by means of charts by Professor A. F. Vass, of the University of Wyoming. John T. Scott, president of the State Fish and Game Commission, sketched some of the problems with which the commission and the stockmen jointly have to deal.

On the second day, Walter Humphreys, secretary of the National Association of Woolen Manufacturers, explained the opposition of his organization to federal truth-in-fabric legislation. John A. Hill, dean of the College of Agriculture of the University of Wyoming, gave a talk on sheep operations in the state. Charles E. Winter, Wyoming's sole member in the House of Representatives at Washington, told of the part played at the national capital by the Wyoming delegation in protecting the interests of the stock-grower.

An appeal for a uniform bounty law was made by F. S. Gedney, chairman of the predatory animal control committee of the National Wool Growers' Association. J. W. Gorst, secretary of the Wyoming State Farm Bureau, said that the purpose of the bureau is to develop class consciousness among American farmers. State Senator Perry W. Jenkins, and R. G. Diefendorfer, of Sheridan, upheld the importance of a system of high tariffs for the welfare of the state. Methods used at the Sheep Experiment Station at Dubois, Idaho, were described by W. A. Denecke, Jr., director of the station. A promise of co-operation in building the sheep industry on solid foundations for the future was brought by S. K. Warrick, of Scottsbluff, Nebraska, representing the Colorado-Nebraska Lamb Feeders' Association.

The most effective way of solving the problem of farm relief is to exclude from this country all food commodities which we can grow ourselves, declared James E. Poole, of Chicago, market editor of THE PRODUCER, who predicted a favorable lamb market for next spring.

On the morning of the third day of the convention, Frank J. Hagenbarth, president of the National Wool Growers' Association, made an eloquent plea for more concerted action on the part of wool-growers. Under a system of unification of pools, he said, the American wool-grower will be enabled to dominate his home market and get full value for his product. Matt Staff, president of the National Wool Exchange, assured

his hearers that as long as the demand is sufficient to take care of the domestic production there will not be another 1920. "Jacketed Lambs" was the facetious title of an address by P. H. Shallenberger, of Lost Cabin, in which a vivid contrast was drawn between a ranchman's life as portrayed by the average writer of fiction and the harsh realities. John T. Caine, III, of the International Live Stock Exposition, spoke on the sheep industry as a manufacturing business and warned against forgetting the hard times in days of plenty. Ex-Governor B. B. Brooks asserted that, in his opinion, and contrary to the belief held in certain quarters, sheep had vastly improved the range.

Ira T. Wight, secretary of the National Wool Exchange, compared the Australian and American wool-marketing systems. Educational work carried on by the National Live Stock and Meat Board to encourage the consumption of lamb was described by D. W. Hartzell, lamb specialist of the board, who conducted a demonstration before the convention. Claude L. Draper, chairman of the Wyoming Public Service Commission, reported on the work done by the commission at the freight-rate hearings during the past year.

The following resolutions were adopted:

Demanding maintenance of present tariff on wool;
Favoring assessment of one cent a head on lambs and sheep shipped by members for promotion of increased consumption of lamb;

Approving increase in revenues of National Live Stock and Meat Board to 20 cents on each car of live stock shipped;

Requesting immediate establishment of necessary live-stock trails, and asking Secretary of Interior to make temporary withdrawals of land embraced in driveway applications;

Indorsing French-Capper Truth-in-Fabric Bill and urging passage of state laws similar to Wyoming act;

Asking Chief Forester to make transfers from cattle to sheep by grazing permittees desiring such changes;

Opposing legislation for placing public lands under federal control;

Expressing opposition to bills for repeal of Homestead and Timber and Stone Acts;

Protesting against creation of new national parks, federal game preserves, and national forests within state, or enlargement of existing ones;

Opposing enactment of bill for withdrawal of large tracts of land from public use;

Recommending that game laws of state be amended one section at a time;

Favoring passage of law providing penalty for hunting or fishing on privately owned grounds without written permit;

Indorsing efforts of Central Western Shippers' Advisory Board to establish orderly marketing;

Condemning methods for further control of natural resources of nation by bureau officials;

Indorsing National Wool Exchange;

Urging equitable valuation on agricultural and grazing land for taxation purposes;

Recommending enforcement of laws regarding collection of inspection fees on sheep brought into state;

Favoring appointment of state railroad commission to bring about adjustments in freight-rate structure;

Requesting that inspection of sheep shipped into Idaho from Wyoming be done by authorized Wyoming inspectors;

Indorsing uniform bounty law;

Expressing appreciation of action taken by Department of Agriculture in safeguarding live-stock industry against introduction of contagious animal diseases;

Besides these, memorial resolutions were passed for members who had passed away since the last meeting.

Thomas Cooper, of Casper, former vice-president, was elected president for the current year, in succession to Mr. Hadsell, who refused to let his name be placed in nomination; Malcolm Moncreiffe, of Sheridan, was named vice-president; and J. B. Wilson, of McKinley, succeeds himself as secretary-treasurer. Casper was chosen as the meeting place in 1929.

CONVENTION OF ARIZONA WOOL-GROWERS

THE ARIZONA WOOL GROWERS' ASSOCIATION held its forty-second annual meeting at Flagstaff on July 10 and 11. The convention was well attended by sheepmen from all parts of the state. Invited guests included officials of the various bureaus of the Department of Agriculture, state officials, railroad and steamship representatives, bankers, wool-dealers, business men, and others.

The morning session on July 10 was given over to the address of President A. A. Johns, the report of Secretary H. B. Embach, and a talk on the co-operative marketing of wool by F. R. Marshall, secretary-treasurer of the National Wool Growers' Association, Salt Lake City. President Johns discussed the outlook for the sheep business generally, the wool and lamb markets, freight rates, valuation and taxation of sheep, the state inheritance tax, Colorado River development, range rights, and the work of the Bureau of Animal Industry and the Biological Survey. Mr. Marshall advised the growers of the western states to get together in a pool of at least 50,000,000 pounds of wool, selling it through their own marketing agency direct to the mills, and thus eliminating the middlemen's profit. Walter Humphreys, of Boston, secretary of the National Association of Wool Manufacturers, spoke on the close relations existing between growers and manufacturers.

Following the adjournment at noon, a barbecue luncheon was served at the Locket Ranch, three miles northeast of the city. Then came talks by Governor George W. P. Hunt; Henry N. Robinson, president of the First National Bank and Trust Company, Los Angeles; P. G. Spilsbury, of Phoenix, president of the Arizona Industrial Congress; and A. A. Betts, state corporation commissioner.

On Wednesday morning, D. A. Spencer, sheep and goat specialist for the Bureau of Animal Industry, judged the six fleeces submitted by members of the association in competition for the \$100 prize offered by A. W. Hilliard, Boston wool expert; the prize being awarded to Mrs. H. G. Locket, the only woman member of the association. It was announced that next year Mr. Hilliard would give \$150 for prizes for the three best fleeces, and that Fred Hooper, president of the American-Hawaiian Steamship Company, would award a silver cup to the grower exhibiting the best fleece. Mr. Hooper emphasized the advantages that will accrue to growers by shipping their wool by water from coast to coast via the Panama Canal.

Others addressing the meeting were A. C. McQueen, of the Santa Fe Railway; Mr. Ragland, of the Southern Pacific Railway; and Hubbard Russell, former president of the California Cattlemen's Association, whose talk was devoted to co-operative marketing.

Following Mr. Russell's address came the report of the Wool-Marketing Committee, delivered by T. E. Pollock, of Flagstaff—the big event of the meeting. This committee, appointed a year ago, submitted a concrete, workable plan whereby the members of the association can pool their wool and sell it through their own marketing agency. The report was adopted without a dissenting vote.

The resolutions indorsed the work of the Biological Survey; thanked the Forest Service for its help in rodent-control work; expressed appreciation to the various speakers; complimented Arizona's representatives in Congress for their stand on the Colorado River question; and deplored the deaths of Colin Campbell, W. H. Pitts, and Martin Arachea, members of the association, and of Senator Frank J. Gooding, who had been of great service to sheepmen of the West.

All officers of the association were re-elected for another year, A. A. Johns, of Prescott, again being named president, and H. B. Embach, of Phoenix, secretary-treasurer.



MID-YEAR MEETING OF COLORADO STOCK-GROWERS

THE MIDSUMMER CONFERENCE of the Colorado Stock Growers' Association, held in Steamboat Springs, July 13 and 14, turned out to be one of the best-attended gatherings in the history of that organization. Orderly marketing was the leading subject on the program, but was overshadowed in interest by a prolonged discussion, that at times grew quite bitter, concerning the attempt of the Colorado Tax Commission to assess cattle at their full cash value, which was held to be unfair discrimination. Celsus P. Link, member of the commission, was present and for three hours parried the attacks of the stockmen, asserting that the move was merely part of a plan to equalize taxation. A committee was appointed with power to lodge complaint against, and seek the removal of, Mr. Link, in case charges recently made by the Western Slope Cattle Growers' Association should be sustained.

The association in its resolutions went on record as—

Favoring legislation for enlistment of intangible wealth for its proper share of taxes;

Demanding same governmental protection for agriculture and live stock as enjoyed by manufacturing and other industries;

Commending Secretary Jardine for issuing order prohibiting imports of fresh meats from countries where foot-and-mouth disease prevails;

Reaffirming stand of association for abolition of civil-service law;

Favoring closer co-operation with State Farm Bureau;

Advocating legislation to prevent cattle range from being usurped by sheep-owning interests from outside state;

Requesting appropriation by Congress for work of Biological Survey in eradication of predatory animals and crop-destroying rodents;

Urging protective tariff on hides and increase in tariff on meat products;

Supporting movement for promotion of orderly marketing;

Praising Better Beef Association and National Live Stock and Meat Board for efforts to increase consumption of meat; Indorsing National Western Stock Show and Colorado State Fair;

Commending Boys' and Girls' Club work.

COLORADO SHEEPMEET

THE YOUTHFUL COLORADO WOOL GROWERS' ASSOCIATION, the last of state sheep-raisers' organizations to be formed, met in annual session at Leadville on July 25 and 26. Co-operation was the keynote of the convention. Frank J. Hagenbarth, of Spencer, Idaho, president of the National Wool Growers' Association, emphasized the importance of organization for the better marketing of wool, increasing the consumption of lamb, and obtaining juster tariff schedules on sheep products. John H. Hatton, assistant district forester at Denver, spoke on the grazing facilities of Colorado and pledged the collaboration of forest officials in aiding the cause of the wool-grower. L. L. Laythe, of the Biological Survey, gave a brief talk on predatory-animal eradication. Dr. Charles G. Lamb, state veterinarian, and Dr. W. E. Howe, inspector of the Bureau of Animal Industry, addressed the meeting on the need for state-wide control of sheep diseases.

Resolutions were passed—

Urging representation of sheepmen on State Board of Stock Inspection Commissioners;

Indorsing proposed bill for levying tax of four mills on each dollar of assessed valuation of sheep and goats, and one

mill on cattle and horses, for extermination of predatory animals;

Requesting Congress to make additional appropriation for same purpose.

W. C. Osborn, of Fruita, was re-elected president; Robert C. Sellers, of Alamosa, was named as first vice-president, and Hollis R. Mills, of Hartsell, as second vice-president. A secretary-treasurer will be appointed by the president. Monte Vista was chosen as the place for next year's convention.

STATE RATES ON LIVE STOCK IN WYOMING

THE CASE involving intrastate rates on live stock in Wyoming was heard at Casper, July 23 and 24, before the Public Service Commission of Wyoming. T. W. Tomlinson, of the American National Live Stock Association, F. R. Marshall, of the National Wool Growers' Association, and J. B. Wilson, of the Wyoming Wool Growers' Association, conducted the case for the stockmen. (See June PRODUCER, page 10, for an account of the issues involved.) The briefs are due in thirty days.

This case will likely be decided early next year, probably about the same time that the Interstate Commerce Commission hands down its decision in Docket 17000, Part 9, which involves all interstate live-stock rates throughout the West.

WOOL PRODUCTION IN UNITED STATES

WOOL SHORN in the United States in 1928 amounted to 296,114,000 pounds, compared with 278,037,000 pounds in 1927, according to a preliminary estimate by the Department of Agriculture. This is an increase of 6.5 per cent. The increase is due both to a larger number of sheep shorn, being estimated at 37,731,000 head, compared with 35,929,000 last year, and to a heavier average weight per fleece, given as 7.8 pounds, as against 7.7 pounds in 1927.

THE CALENDAR

- August 14-15, 1928—Annual Ranchmen's Round-Up Meeting, Ranch Experiment Station, A. and M. College, Sonora, Tex.
- August 27-30, 1928—National Ram Sale, Salt Lake City, Utah.
- October 1-7, 1928—Annual Dairy Cattle Congress, Waterloo, Iowa.
- November 3-9, 1928—Ak-Sar-Ben Live Stock Show, Omaha, Neb.
- November 3-10, 1928—Pacific International Live Stock Exposition, Portland, Ore.
- November 12-15, 1928—Kansas National Live Stock Show, Wichita, Kan.
- November 13-15, 1928—Live Stock Show, San Francisco, Cal.
- November 16-17, 1928—Annual Convention of California Wool Growers' Association, San Francisco, Cal.
- November 17-24, 1928—American Royal Live Stock Show, Kansas City, Mo.
- December 1-8, 1928—International Live Stock Exposition, Chicago, Ill.
- December 5-10, 1928—Ogden Live Stock Show, Ogden, Utah.
- December 7-8, 1928—Annual Convention of California Cattlemen's Association and Annual Meeting of Western Cattle Marketing Association, San Francisco, Cal.
- March 9-16, 1929—Southwestern Exposition and Fat Stock Show, Fort Worth, Tex.
- March 19-21, 1929—Annual Convention of Texas and Southwestern Cattle Raisers' Association, Houston, Tex.

"I surely enjoy THE PRODUCER."—CHARLES MOSLANDER, Evanston, Wyo.

THE PRODUCER

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Sam H. Cowan

THE WOODMAN has again struck. One by one the old trees—landmarks to those whose way leads them through the forest—fall for his axe. On July 20, SAM H. COWAN, attorney for the American National Live Stock Association during the whole period of its existence, passed away at a hospital in his home town of Fort Worth, Texas, after a brief illness, aged sixty-nine.

With Cowan's death, a long chapter in the kaleidoscopic history of live-stock organizations in the United States comes to a close. Thirty-five years ago, as an aspiring young lawyer, he was employed as legal counsel for the Cattle Raisers' Association of Texas. At the time of the split in the National Live Stock Association, in 1905, he joined the secessionists, who formed the American Stock Growers' Association, of which he then likewise became counsel. Later, upon the reconsolidation of the two components under the name of the American National Live Stock Association, Cowan, as a matter of course, continued as attorney—a position which he held until the day of his death.

By both taste and training, Cowan was peculiarly fitted for his job. The mass of tangled technicalities, the labyrinths of dusty court records, the awe-inspiring columns of freight tables, to him were but play, as fascinating as a detective tale to the average boy. In time he gained the reputation of being one of the foremost authorities in the country on rate problems, and the keen-witted railroad experts who opposed him in innumerable proceedings before the Interstate Commerce Commission or in hearings before con-



SAM H. COWAN

gressional committees had a wholesome respect for his learning and the unerring instinct which enabled him to put his finger on every flaw in their argument.

The last case in which Cowan appeared for the stockmen was the investigation of agricultural freight rates under the Hoch-Smith Resolution, doggedly following the commission about from place to place throughout the West. Like many others, he was irked by the delay in rendering a decision in that important proceeding, dying before he could see the results of his labor.

Though never coveting public office, Cowan nevertheless was a recognized power in the councils of the Democratic party in the Lone Star State, and is credited with having exercised considerable influence on national legislation affecting interstate commerce, opposing objectionable amendments and sponsoring those which he believed better protected the public interest. He was as well known in the halls of Congress as in Texas.

Cowan was particularly effective as a trial lawyer. His dry wit, keen sense of humor, and fund of apt stories, which he told inimitably and often used to emphasize his point, made him a welcome addition to

any court-room as well as private gathering. Yet he was tremendously earnest in all the work which he undertook, and his convictions were unshakable. At the annual conventions of the American National Live Stock Association he was always a conspicuous figure.

Thousands of friends will cherish the recollection of a generous and abundantly endowed man, who devoted all his energies to what to him was a holy cause, standing firm as a rock for the right as he saw it. The live-stock industry of the nation owes him a large debt of gratitude.

MASTER REPORTS IN OMAHA CASE

AN EVENT of more than passing interest is the report of Special Master B. H. Dunham to the District Court of the United States for Nebraska in Equity Case No. 847. The report holds that the section of the Packers and Stock-Yards Act giving the Secretary of Agriculture power to determine rates to be charged by live-stock commission firms is unconstitutional, and recommends that the temporary injunction granted plaintiffs, members of the South Omaha Live Stock Exchange, in December, 1926, enjoining the secretary from putting his new schedule into effect, be made permanent.

THE PRODUCER in previous numbers has given much space to this proceeding. The case has been before the special master, appointed by the court following the issuance of the original injunction, since early in 1927. Hearings were held throughout the latter half of last year, final briefs were submitted in January, 1928, and work on the report was begun in April. The opinion is dated July 14.

Briefly, plaintiffs contended that the act was in violation of the Fifth Amendment to the Constitution, which provides that no person shall "be deprived of life, liberty, or property without due process of law; nor shall private property be taken for public use without just compensation." This view is supported by the master, who declares the maximum charges as fixed by the secretary to be confiscatory.

If the report of the master is sustained by the District Court, and his recommendations are followed, an appeal will undoubtedly be taken by the government to the United States Supreme Court, where a prompt decision may be looked for.

The Packers and Stock-Yards Act has already once been before the Supreme Court. Shortly after its passage, in 1921, the National Live Stock Exchange brought suit to test its constitutionality. In the opinion of the court, delivered in May, 1922, Chief Justice Taft dismisses the claim that stock-yards are not public utilities. Congress, he said, in

passing the law had "assumed that they [the stock-yards] conduct a business affected by a public use of a national character and subject to national regulations. That it is a business within the power of regulation by legislative action needs no discussion."

But, argue counsel for the commission men in their brief, this pronouncement had reference only to the act *as an entirety*, and left the validity of its administrative details to be "determined hereafter." Whether this theory will hold water, and, if supported by the Supreme Court, whether and to what extent it will affect the power vested in the secretary to prescribe reasonable charges for services performed by any of the agents operating the public utilities known as stock-yards, remains to be seen.

If the stock-yards are a public utility, in what sense do they differ from other utilities clothed with a public interest? If the Interstate Commerce Commission has authority to fix the limits of freight rates on goods in interstate traffic, why should it be illegal to bestow on another administrative body, the Packers and Stock-Yards Administration, a similar power to determine the maximum of charges for selling live stock moving in interstate commerce?

The plea, presented by the master in proving the proposed rates "confiscatory," that 64 per cent of the commission men on the South Omaha market will be forced out of business if the secretary's schedules are upheld, suffers from the same weakness as so many other of the arguments advanced by the commission men, and will, we may assume, not go very far with the Supreme Court. On what basis is the number of commission firms at a given market determined? Is it the contention that the number at present operating at Omaha has sprung into existence in response to an economic demand, and that they are necessary for the satisfactory transaction of the business? Isn't it rather the truth that here, as on most other markets, a great many wholly superfluous companies have established themselves, fixing—by mutual consent, without regard to the interests of their patrons, and without consulting them—a schedule of prices high enough to assure them a comfortable living? Surely the support of these supernumeraries is not a public duty.

To the stock-growers of the country—and, we think we may add, to the government as well—the action of the special master was not altogether surprising. Neither were confident of victory in the first round. From our Supreme Court, however, we may hope for a decision based on broader grounds. There already are a number of precedents on record pointing to a growing tendency in our highest tribunal, in matters of this kind, to resolve juridical questions in favor of the public interest. It is in accord with the spirit of the times.

PACKERS AND STOCK-YARDS ADMINISTRATION

IN ANOTHER COLUMN we print a reply by Dr. John R. Mohler, chief of the Bureau of Animal Industry, to an editorial in the May PRODUCER which we gave the title "Keep the Stock-Yards Administration Distinct." The editorial mentioned the fear, felt in wide circles, that the efficacy of the administrative machinery charged with enforcing the Packers and Stock-Yards Act might not be furthered by the merger with another governmental body to the extent hoped for, and it hinted at the increasing unrest that was creeping into the service as a result of this and other anticipated changes. By way of emphasis, we added a resolution, of much the same tenor, adopted by the managers of the Producers' Commission Associations in session at Chicago.

Dr. Mohler criticizes our editorial—our supposed attitude, it seems, more than any concrete statement. "The changes thus far made have been confined almost entirely to office quarters and the assignment of clerical workers," he says. "They have had no significance in respect to the enforcement of the Packers and Stock-Yards Act. The act is now being, as it has heretofore been, administered on the various markets through the live-stock market supervisors." And he concludes with this stricture: "Obviously, statements and implications so widely at variance with actual developments could not have been based on information obtained from any responsible source. That being so, I have not been able to understand the authors' apparent failure to take appropriate steps to verify the information they had received."

For our expression of anxiety as to what the outcome of the consolidation eventually is going to be, we do not feel like offering apologies. There has come to our notice too much evidence of the presence of such misgivings, from men both in and outside the service, for us to regret calling the attention of the people at Washington to what amounts to a widespread state of mind. Nor do we think it necessary to explain our interpretation of the pleasure manifested by the "market agencies." If Dr. Mohler would question some of his more wide-awake inspectors, he might have little difficulty in tracing both the origin and the grounds of this jubilation. This we say for ourselves, and leave the Producers' Commission Associations to put up their own defense.

But we beg leave again to remind our officials that the live-stock men had a right to expect something better when, after many difficulties, they finally succeeded in putting the Packers and Stock-Yards Act through Congress. This act was not meant simply as another administrative detail to be added to the routine of an already overburdened bureau. It was

pioneer legislation in a field of tremendous significance to the whole live-stock industry, and as such should be administered as an independent unit—fearlessly, aggressively, and by people of initiative, with an eye rather to its perfection and expansion than to petty economies through amalgamation of clerical services and the consolidation of office space.

Dr. Mohler is conceded by everybody to be one of the most capable men in the government service. Whether his time, the direction of his chief interests, the requirements of the situation, and the expectations of those who direct the larger policies at the national capital will allow him the freedom and scope in this new branch of his duties that its importance and the hopes of its fathers merit—it is of this that we, with many others, have had serious doubts.

UNITED STATES AS AN IMPORTER OF MEAT

THE FUTURE of the meat trade in the United States, as seen through British spectacles from the point of view of its bearing on the markets of Great Britain, is thus outlined in a recent speech in the House of Lords by Lord Ernle, former minister of agriculture, as quoted in the London *Meat Trades' Journal*:

Some day or other we shall lose the meat trade with the Argentine. Of that I feel convinced. The time will come when America, yielding to a demand for meat which is getting every day more insistent, will open her ports to Argentine chilled and frozen meat. At this moment those ports are absolutely closed to it. As the Americans say in their papers, the bars are down, and they are keeping them down because they are afraid of the infection. But some day or other the bars will have to come up, and then trade will flow from South America to North America, with its enormously high prices for meat. Just think what the consequences of that will be! To have a reciprocal trade with a country is of enormous value to our commerce and our industrial interests. If we are no longer the principal dealers with Argentina, we shall no longer have that tremendous pull for our commerce and manufactured goods in the Argentine markets. In the meantime we shall not have found an alternative supply elsewhere.

That others are casting envious glances at our meat market is evidenced by the following from the *Pastoral Review* of Melbourne:

Some months ago, when the United States government issued an order prohibiting imports of chilled and frozen meat from South America, we drew attention to the possibility of Australia working up a trade in that commodity with America. Just about the same time the New Zealand Meat Board took similar action in the Dominion. It is interesting to note that, though shipments from New Zealand have since increased materially, no noticeable development has taken place in the Commonwealth. Possibly this is accounted for by the lack of regular direct refrigerated freight to Atlantic ports, New Zealand being better situated than Australia in that respect.

Whatever the reason, evidence is not wanting that the United States may ultimately provide a profitable outlet for our best meat. Sir Hugh Denison, late commissioner for Australia in America, reports a real scarcity of prime beef and mutton in the States, owing to the population having outstripped production. For instance, he read notices on the walls of restaurants requesting patrons not to order meat unless same was absolutely essential, and found the polite request backed up by the exorbitant charges placed against meat items in the menu. The curious propaganda has apparently been effective.

It must not be imagined that Argentina is sitting down quietly under the prohibition. Strenuous efforts are being made through diplomatic and business channels to have the embargo lifted, but so far rural interests in the United States have been able to counter the move. The prevalence of foot-and-mouth disease in South America is the reason for the embargo, and, as Australia is clean in that respect, there should be no official objection to receiving our meat.

Which is only another warning, added to many others, that it behooves our cattle-producers closely to watch developments in the Southern Hemisphere.

CANADIAN "RELIEF" FOR AMERICAN AGRICULTURE

IMPPRESSED by the persistent demand of American farmers for legislative alleviation of their lot, and by the dubious response on the part of their home government, our neighbors on the north, in a fraternal spirit, are endeavoring to come to the rescue "by sending across the line substantial relief in the form of large consignments of agricultural products," in the words of the *London (Ontario) Advertiser*. Material results of this relief movement have already been attained. In the eight months ending May, 1928, we learn from the same source, the value of some of the leading farm commodities shipped into the United States from Canada was represented by the following figures, as compared with the corresponding period of the previous year:

	1928	1927
Cattle	\$10,293,883	\$3,564,616
Sheep	157,514	115,782
Grain products	2,094,739	1,139,410
Bacon	1,053,406	872,907
Beef	4,451,532	1,615,945
Mutton	214,786	165,880
Wool	1,296,169	939,996
Maple sugar	733,549	345,089

We, of course, appreciate the fine ironic touch in referring to these exportations as farm "relief." From the point of view of international trade competition, we cannot blame our Canadian friends for taking advantage of their opportunities. Had the circumstances been reversed, the United States presumably would not have been slow to profit by them. But as for "relief," it is the same kind of "relief" that saves the dog with a broken leg from further pain by drowning it.

The above list of imports only serves to emphasize

the absurdity of the whole situation. This, indeed, is carrying coal to Newcastle. Of all the things enumerated in the table, there is but one or two of which the United States does not already produce either a surplus or at least enough for its own requirements. Another common name for "farm relief" has been "surplus disposal."

It is true that the industrial population of the United States is growing by leaps and bounds. It is likewise true that in time this shifting of population to the cities may outstrip our capacity for food production. But this contingency is yet too far in the future to be seriously reckoned with in our present-day management. About one-third of our people are still engaged in agricultural pursuits and, under fair conditions, are abundantly able to feed the other two-thirds. Such "fair conditions," in a country whose economic policy is based on protection of its industries, naturally imply a tariff wall sufficiently high to insure equality to the farmer by preventing his being undersold from abroad in those articles of which he can produce enough for the country's needs. What should be done with an agricultural surplus may be a debatable question. That our home producers have a prior right in their own markets few will dispute.

So, though animated by the utmost good-will toward their brothers north of the line, it is nevertheless not surprising that our farmers, studying these imports, should ask themselves why this money should not have gone into their own pockets, and that they should see in them a powerful argument, not for abolishing the tariff, as Mr. Campbell, of Thedford, Ontario, advocates in another column of this issue, but rather for raising it to the point of giving them a chance.

And as for the idea of free trade between the countries of North America which our correspondent advances, it may not be amiss again to call attention to the opportunities in that direction afforded by Mr. Taft's proposed reciprocity treaty with Canada, and the fate that this met in the Canadian Parliament. Moreover, when Mr. Campbell says that "it would be a great saving to all concerned" if Canadian feeders could be given free entry into the Corn Belt and Mexican stockers could be imported duty-free to the ranges of the Southwest, he overlooks our domestic breeder who has been supplying these cattle in the past.

THE CATTLE-GRUB

CONGRESS, as we have previously noted, last spring appropriated \$75,000 for research into measures for eradication of the cattle-grub. Just how the money should be spent is the subject of

some disagreement. At a conference in Washington in July between government officials and representatives of the American Farm Bureau Federation, a plan was outlined of dividing the United States into three areas, where experimentation would be carried on, under actual field conditions, with a view to testing out known means of control and, if possible, discovering new ones. On this work the sum of \$50,000 was to be expended.

Objection is raised to this project by certain meat interests. A committee of the Institute of American Meat Packers, which has been looking into the matter, does not believe that sufficient foundation has been laid to warrant the area method. In the opinion of this committee, the need for thorough preparation is emphasized by the failure of the government, in its area-testing for tuberculosis in live stock, to take account of the avian form of the disease as an infection-carrier, with the result that many tubercular hogs are constantly shipped to market from so-called tuberculosis-free counties. Furthermore, it is pointed out, area control would involve the expenditure of considerable funds over a long period of years, with doubtful results.

Instead, it is recommended that efforts be centered on the search for parasites that would prey on the heel-fly or its grub. Beneficial effects have already been obtained in this way in the case of many other insect pests. It is one of the most promising means suggested for the control of the European corn-borer. Another suggested employment for the appropriation would be an investigation of the reason for the curious fact that two territories in the United States—one in Florida and the other in the Red River Valley of Texas—are free from the cattle-grub, and the possible extension of this immunity to other sections of the country.

Every cattleman is interested in the eradication of the pernicious grub that is the cause of such serious losses to the industry through damage to the hides and the lowered condition of the animals. It seems important that no plan should be proceeded with until all the facts have been carefully weighed which would throw light on the problem and insure the best possible use of the money available.

PER-CAPITA MEAT CONSUMPTION

Country	Beef and Veal	Mutton and Lamb	Pork (incl. Lard)	Total
Argentina.....	260.7	20.2	28.5	309.4
New Zealand.....	180.8	91.0	26.3	298.1
Australia.....	125.3	54.7	15.6	195.6
Canada.....	68.8	6.1	81.4	156.3
United States.....	65.4	5.4	82.3	153.1
United Kingdom.....	64.8	25.0	35.2	125.0
Germany.....	39.8	1.8	62.0	103.6
France.....	49.7	6.6	37.3	93.6



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Portland, Oregon

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November 3-10 Portland, Oregon

THE STOCKMEN'S EXCHANGE

DR. MOHLER CRITICIZES STOCK-YARDS EDITORIAL

WASHINGTON, D. C., July 9, 1928.

TO THE PRODUCER:

Concerning the editorial in THE PRODUCER for May, and the resolution adopted by the Producers' Commission Associations published in the same issue, both of which commented on the administration of the Packers and Stock-Yards Act by the Bureau of Animal Industry, I should like to say this:

The changes thus far made touching the Packers and Stock-Yards unit of the bureau in the field have been confined almost entirely to office quarters and the assignments of clerical workers. They have had no significance in respect to the enforcement of the Packers and Stock-Yards Act, and consequently the bureau has not felt that they were of sufficient importance to warrant any public statement concerning them.

It is the desire of the bureau, as far as possible, to have the offices of the market supervisor and other employees in charge of bureau activities at the various stock-yards in the same suite; and this has been arranged for at a number of stations. The purposes of this action are to bring about a closer co-operation between market supervisors and other bureau employees assigned to duties in stock-yards, and to achieve a better utilization of the services of the clerical workers through making possible a more equitable distribution of clerical work. In some instances a considerable saving of funds has resulted; but this has not been the primary object.

These changes have not involved any amalgamation of the duties of the various units of the bureau. The Packers and Stock-Yards Act is now being, as it has heretofore been, administered on the various markets through the live-stock market supervisors. With the exception of one resignation, the supervisory force administering the Packers and Stock-Yards Act in the field is the same now as it was when the administration of that act was transferred to my charge. It follows that there has been no termination of service in the case of any live-stock market supervisor; nor has the bureau placed supervision of any market in the hands of any employee of other designation. I may say in this connection that employees in other units have in a few instances been called upon to attend to routine items at isolated points where they happened to be stationed, and where there is no market supervisor within easy distance. These routine assignments, however, have been in the nature of assistance for the market supervisor in charge of the corresponding district.

It has been the aim of the bureau, since it assumed charge of this work, to strengthen the position of supervisors in the field in every practicable way. The supervisor is in charge of all activities under the Packers and Stock-Yards Act in his district, and any supplementary work that may be done from

time to time by other employees is handled through his office. I am sure you will agree with me that, whenever the co-operation of other units will add anything to the efficient administration of the act, we would fall short of doing our full duty if we did not bring about such co-operation. Accordingly, I shall not hesitate to assign to any employee, who has the necessary qualifications, duties under the Packers and Stock-Yards Act from time to time, as good administration may demand.

Since it was given the Packers and Stock-Yards Act to administer, the bureau has gone to considerable lengths in its efforts to become acquainted with the personnel of the unit, and to secure a complete knowledge of all circumstances and conditions pertaining to the work of the various stations. Problems touching the personnel have thus far been comparatively few. Where it has seemed that changes or adjustments were called for, these have been made in accordance with the bureau's usual policy in such matters. All these various measures in the organization were taken in the interest of good administration, and only after a very careful consideration.

The facts being as above stated, I was somewhat at a loss to account for your editorial and the resolution published in connection therewith. Obviously, statements and implications so widely at variance with actual developments could not have been based on information obtained from any responsible source. That being so, I have not been able to understand the authors' apparent failure to take appropriate steps to verify the information they had received.

J. R. MOHLER,
Chief, Bureau of Animal Industry.

KEEP FREIGHT BILL DOWN BY SHIPPING LESS

SILVER CITY, N. M., July 5, 1928.

TO THE PRODUCER:

In your June issue appears an article by L. C. Brite, of Marfa, Texas, entitled "How to Reduce Freight Bill."

This comes home to me; for I have had bitter experiences paying freight bills. Some years ago, when our section of the country was going through a terrible drought, the companies which I represent found it necessary to market, or find feed for, about 6,000 cattle. The price was low and the demand poor; so we decided to hunt feed. We shipped the cattle to pasture, paying a very heavy freight rate. We held these cattle in their new home for about two and one-half years. At the end of this time the price, as we thought, was prohibitive; so we shipped them back to their original range—of course paying another exorbitant freight bill. It would have been much better had we let these cattle go direct to market as canners, and by so doing had saved one freight bill. We, the producers of this bunch of cattle, had an enormous loss; yet we paid the railroad company two fat freight

bills. This was a lesson to me. Right then I concluded that never again would the railroads profit by my losses.

If we, the producers of cattle, make a fair rate of interest on our money invested, we must reduce freight rates. The tendency of the railroads seems to be to raise the freight rate rather than to lower it; therefore I agree with Mr. Brite that the only thing left for us is to do less shipping.

In this southwestern country we must always expect the time to come when the feed is poor from lack of moisture; so be prepared for that, keeping some pastures in reserve, saving all of the grass possible, and never overstocking. If conditions become too bad, do not do as I did and pay two freight bills, but let the cattle go direct to market, and get what you can out of them; for the first loss is always the smallest.

The producers of live stock must always use railroads to a great degree; but let me appeal to you to give them as little tonnage as possible; for we are not getting anywhere, putting all our profits into high freight rates.

VICTOR CULBERSON.

IN APPRECIATION OF MR. COWAN

PUEBLO, COLO., July 23, 1928.

To THE PRODUCER:

I read in the Sunday papers that Sam Cowan had passed away at Fort Worth, Texas. I had met Mr. Cowan a few times around the country, and had read all his recent reports to the American National Live Stock Association. He impressed me as a man of great ability, who has done a wonderful work for the association. His place will be hard to fill, as his long association with the stockmen had given him an insight and a grasp of the situation that few men possess. The Grim Reaper gets us all. We leave our work for others to take up and complete. The man who does his work well has lived a good life, and will certainly be well rewarded in the hereafter.

We have a splendid prospect for crops, if the moisture keeps up sufficiently to mature them properly. Politics does not seem to be affecting business.

C. W. BEACH.

FREE TRADE WITH CANADA AND MEXICO

THEDFORD, ONTARIO, July 2, 1928.

To THE PRODUCER:

Two years ago last February, in addressing the stockmen of western Canada, the managing editor of THE PRODUCER referred to what he called the tariff against a friendly neighbor. When I read his speech I wished I could have stood on the same platform with him and discussed the tariff on Canadian cattle going into the United States.

As time goes by and I see the trend of trade, I have come to the conclusion that Ike T. Pryor's suggestion for a treaty between the United States, Canada, and Mexico would be a great benefit to all three countries. Free trade between these countries would enable feeders in the Corn Belt to obtain Canadian cattle to fill their feed-lots without a heavy tax or duty. At the same time, the southwestern cattleman could restock his ranch from Mexico. It would not hurt the cattle-raisers of the United States, as your country needs more beef to feed its rapidly growing population. It is already absorbing all of Canada's surplus, not only of live stock, but of dairy products and many other things as well.

Why should we not have free trade between these countries? It would be a great saving to all concerned. Condi-

tions at the present time would justify the free exchange of products. I think that the editor of the best stockman's paper between the two oceans lost his bearings in the fog and steered his course by the veto of the farm-relief bill, going onto a side track. But now that the conventions are over and he has had time for reflection, let us hope that he will switch back his ship on the main line and go forward.

The tariff has caused more trouble and contention between the two parties during the last one hundred years than any other subject. The best brains of the nation have never been able to fix rates of duty satisfactory to all sections of the country.

The farmers of the United States are a great people, blessed with much good sense; but they are a little short of memory. They soon forget their troubles. They seem not to remember the effect produced by the change from a high protective tariff to a tariff for revenue only. They forget that the rates on farm commodities caused the repeal of the McKinley high protective tariff, and what the substitution of the Wilson low tariff did for the country. During Cleveland's second administration, in 1895, the top of the cattle market at Chicago was \$55.

I want to tell you my opinion of "the stubborn Yankee in the White House," who has more power than any king in the world. I think he is the wisest, safest, soundest man who has occupied the President's chair since the immortal McKinley, and that he will go down in history as one of the greatest of presidents.

Another gentleman whom I admire is James E. Poole, your market editor. I regard Mr. Poole as the ablest market reporter in the United States. I have read every word of every article he has written for THE PRODUCER in the past five years. During my forty years as a commission man I personally have had some experience in writing market reports.

I really do not see what the government can do for the farmers of your country more than it has already done. With the present prices of farm products, I surely think they ought to be able to break even.

Let us hope that the embargo on diseased beef and cattle from South America will never be raised. The cheap cattle from that part of the world have ruined the export market for both Canada and the United States.

J. H. CAMPBELL.

MORE ABOUT ANTELOPES' HORNS

TERRY, MONT., July 7, 1928.

To THE PRODUCER:

In the April PRODUCER, Will C. Barnes replies to my letter in the March issue. I still contend that doe antelopes do not have horns, and will give some evidence.

I will first quote C. L. Robertson, of Atwood, Colorado. In the April PRODUCER he says: "I have seen many antelopes, and the does have all had horns." Charles J. Belden, of Pitchfork, Wyoming, has killed Mr. Robertson's argument with his photograph of antelope heads in the same number. He shows four doe heads—three with spike horns and one with none at all.

I will repeat what I said in the March issue: I have seen antelopes from Texas to Montana, but have never seen a doe with horns. I will not dispute that there may be some does with short spike horns, but they are not common, and they are freaks.

There are more antelopes in Carter County than in any other county in Montana, and we have an Antelope Protective Association. Roy Williams, of Pinile, the president of this

association, has killed more antelopes than any other man in this part of the country, and has a large number of heads. He will tell you that, as a rule, the doe has no horns. Kenneth McKenzie, of Powderville, secretary of the association, has killed antelopes by the hundred. He will likewise tell you that the does have no horns. These men are not Pullman naturalists, but have been reared on Montana ranges, where antelopes run by the thousand.

James M. Greenwood, in his "Teachers' and Pupils' Cyclopedias," page 68, says: "Antelope—A genus of ruminating mammals quite similar to the deer. The horns are hollow, encircled by rings at the base, but are not renewed annually. They are swift of foot. Most species are so fleet of foot that greyhounds cannot catch them." The American antelopes include the prongbuck. If the doe had had horns, he would have said so.

Chambers' Encyclopedia, Volume I, page 216, says: "Antelope—A genus of Mammalia belonging to the order of Ruminants, and to the hollow-horn section of that order in which the horns consist of an elastic sheath surrounding a bony process of the skull, and are permanent—not annually renewed." The author also describes females as being destitute of horns.

If you want any more evidence, come to Montana, and I will show you antelopes by the hundred. I will ask Mr. Barnes to bring along a horse that will catch them, and we will take him to the fairs and win plenty of money.

I will admit that there have been antelopes roped by cowboys, who have ridden into large herds where the antelopes had no show; or they could be roped by taking a short-cut on them. They are very determined little animals and are hard to turn from their course. But I still say that there never was and never will be a horse that can catch an antelope on a straight-away run, if the antelope is normal.

I will not dispute their shedding their horns; but I never saw a buck without a full set of horns. I have seen cows get their horns clipped, but they never grew back. I think the same is the case with the antelope.

J. T. McCROEY.

DROUGHT IN SOUTHERN TEXAS RELIEVED

MARFA, TEX., July 30, 1928.

TO THE PRODUCER:

For the past week we have been having heavy rains in this region, which have relieved drought conditions and put the country on its feet again. Indications are that we shall have plenty of feed, as the weather looks favorable for more moisture. After such a long dry spell as we have been having, we naturally expect abundant rains to follow.

L. C. BRITE.

RAINFALL IN NEW MEXICO SPOTTED

CLAYTON, N. M., July 28, 1928.

TO THE PRODUCER:

The Clayton section has had an abundance of rain, and all species of grasses have headed out, making the range look like a pasture. Cattle are in good shape, but the country is understocked.

During the past two weeks there has been a demand for cattle from the Panhandle and Kansas, \$36 to \$43 being paid for calves for fall delivery. Yearlings have been selling at around \$50, and cows with calves at \$80 to \$90. Forty-two hundred two-year-old 6666 cattle from the Burk Burnett Estate have been sold to Kansas buyers at \$82.50—a record price—

to clear the range preparatory to moving the breeding herd to a less droughty country. Cattle are selling more on merits this season than last, especially good descriptions.

The Roy and Mosquero sections are very dry. Wagon Mound and Watrous, on the other hand, have received considerable rain in the past week, as has also the higher country west of Las Vegas.

FLOYD E. BETTS.

MONTANA GETTING TOO MUCH MOISTURE

LIMESTONE, MONT., July 18, 1928.

TO THE PRODUCER:

The *Chicago Tribune* of recent date shows a picture of Brahman bulls received at the Chicago stock-yards from Guatemala. Why, I wonder, from Guatemala?

We are having a very moist season up here in the mountains, just north of Yellowstone Park. It rained twenty-seven days in June, and it has rained ten days so far this month. As a consequence, grain and alfalfa have lodged badly.

Speculators in this neighborhood are offering 10 cents a pound at ranch for two-year-old heifers and steers, and \$45 a head for calves for October delivery. I imagine that there will be another clean-up, on account of more liquidation of debts. Another thing is on the minds of the cowmen—the deflation of the past seven years.

DUDLEY WHITE.

NEVADA STOCKMEN PROSPEROUS

RENO, NEV., July 20, 1928.

TO THE PRODUCER:

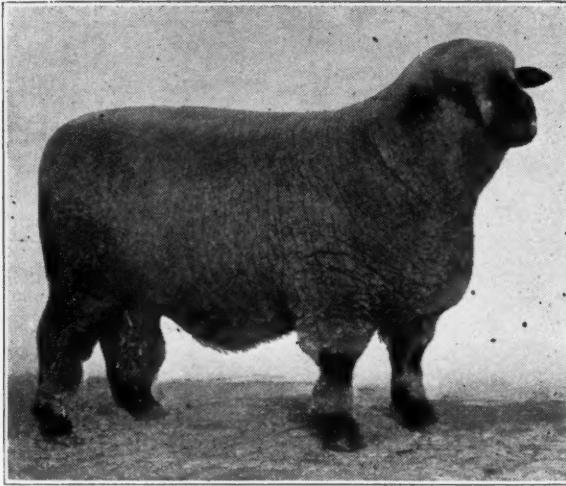
I am glad to report that the live-stock industry was never in better condition—so far, at least, as Nevada is concerned—and am very happy to add that our state did not have one bank failure during the whole period of the depression.

J. SHEEHAN,
Vice-President, Reno National Bank.

FAVORABLE OUTLOOK FOR HOGS

IN ITS MIDSUMMER REPORT, the Bureau of Agricultural Economics states that a favorable outlook for the swine industry during the next two years is indicated. The supply of hogs available for market during the next twelve months is expected to be considerably smaller than during the twelve months just passed, and the probability is that both the domestic and the foreign demand for pork products will show some improvement. A hog production maintained at the level of 1925 and 1926, representing an annual inspected slaughter of about 42,000,000 head, or some 6,000,000 less than the indicated slaughter for the crop year ending October 31, 1928, promises the best returns to producers of both corn and hogs, in the opinion of the bureau.

The rise in hog prices which started late in April this year apparently is the beginning of a new hog price cycle, says the bureau. The previous cycle extended over a period of four years, in which prices advanced from about \$7 at the beginning of the cycle to about \$14 at the peak, and then declined to about \$8 at the end. The present hog price situation, and the anticipated supplies of hogs and hog products for the next four months, indicate that the peak of prices in the seasonal rise which usually takes place in the summer and fall will probably be reached by the middle of August.



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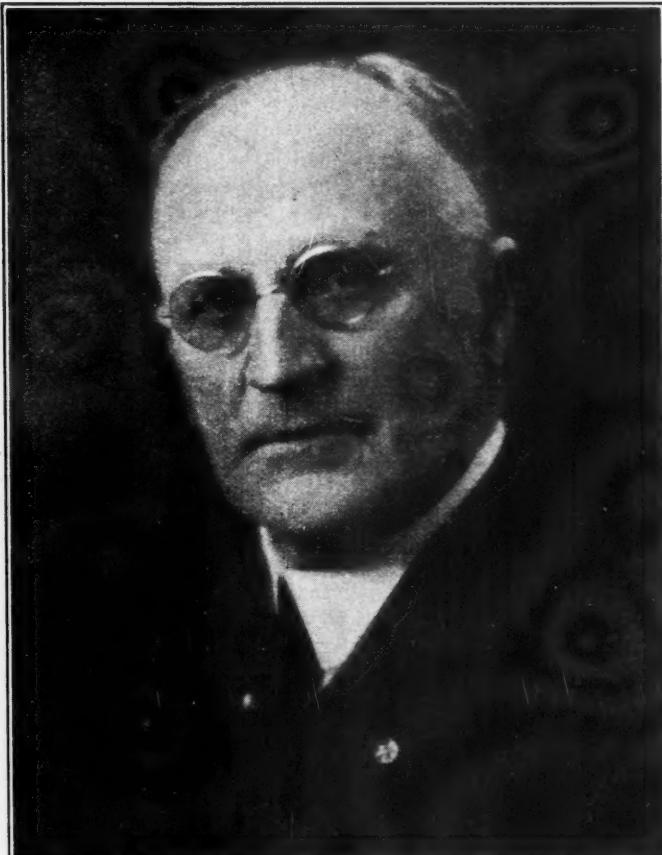


WHAT THE GOVERNMENT IS DOING

WILL C. BARNES RETIRES

AFTER TWENTY-ONE YEARS with the Forest Service, Will C. Barnes for the last time closed his desk on July 1, 1928, having reached the age where our government pays off its employees and gives them an enforced vacation.

Born in San Francisco in 1858, Will Barnes's first ambition was to become a famous virtuoso and composer. His



WILL C. BARNES

adventurous spirit, however, soon enticed him away from the studio and took him to Arizona, where he is next heard from as the wearer of Uncle Sam's uniform. During the Apache War he served as first-class sergeant in the Signal Corps—an early experience of which he retains a valued memento in the shape of a Congressional Medal of Honor, bestowed on him for "outstanding valor in the line of duty."

After leaving the military service, he engaged in the cattle business, which just then was offering exceptional opportunities for an enterprising young man in the Southwest.

During this period he served twelve years on the Arizona Live Stock Sanitary Board, and later seven years on the New Mexico board. For two years he was secretary of the Intermountain Cattle Growers' Association—the parent body of the American National Live Stock Association. Among his other offices from these days were terms in both the Arizona and the New Mexico state legislatures. In 1903 he was Arizona's commissioner to the World's Fair in St. Louis.

His connection with the Forest Service dates from 1907, when he was appointed Inspector of Grazing at Albuquerque, New Mexico. In 1915 he was promoted to be Chief of the Branch of Grazing Management at Washington—a position which he held until his retirement.

It may safely be asserted that no man associated with the Department of Agriculture has ever had a larger number of acquaintances among stockmen of the West than Will Barnes. Many an old-timer still remembers him from the days when he rode his own cow pony, and his circle of friends was continually expanded on his annual trips through the states that were the scene of his early exploits, addressing stockmen's meetings and mingling with the boys of the open ranges. Then, too, Mr. Barnes is a prolific writer. Innumerable are the articles from his pen that have appeared—and no doubt in the future will continue to appear—in the periodical press of the United States, drawing on his inexhaustible storehouse of recollections, serious as well as humorous, which are presented in his own characteristic language. Through this means hundreds of thousands have become familiar with his name.

THE PRODUCER in the past has often had the pleasure of printing stories from the hand of Mr. Barnes. This privilege, we trust, will not be withdrawn, now that more leisure is to be his portion. However, complete severance from all official activities has not yet been possible or desired. Mr. Barnes henceforth will act as secretary of the United States Geographic Board.

LIVE-STOCK RATES EAST OF CHICAGO

A REDUCTION of approximately 12 per cent in railroad rates on live stock moving eastward from Chicago and between points in Central Freight Association territory has been ordered by the Interstate Commerce Commission, effective October 1.

The base rate from Chicago to New York of 56½ cents on cattle and sheep is reduced to 50½ cents, and corresponding reductions are ordered on other classes of live stock. A maximum mileage scale for Central Freight Association territory is prescribed.

In 1925, and later in 1927, the commission reduced eastern rates on fresh meats and packing-house products, and at that time stated that the reduction was not to be construed as indi-



Once There Was a Steer

that went all over the world. But not until after the meat was prepared for market.

The fine hair in its ears went to Paris to be used in an artist's "camel's hair" brush.

The shin bones went to Sheffield, England, where they became knife handles that were carried in men's pockets to South Africa and London.

The sinews and tendons went to Canada and Mexico—first boiled down into glue used in the manufacture of furniture.

Every part of this steer went somewhere and was used—even tiny glands no bigger than peas went to pharmaceutical houses to be made into medicine.

The farmer who raised this steer was glad to sell it to Swift & Company for a good cash price. If he had prepared it for market himself, it would not have been worth so much. Besides the meat, he could have saved only the hide and fats. All the rest of the steer would have been lost.

Swift & Company handles thousands of animals daily and uses **every part** of them. Economy results.

You benefit by it. Swift & Company's profit from all sources amounts to only a fraction of a cent per pound.

Swift & Company

Visitors are welcome at
Swift & Company packing plants

cating that the adjustment between product rates and rates on live stock was approved. The instant decision is intended to remove any discrimination or preference against live stock. The doctrine announced in the Hoch-Smith Resolution was invoked in this case.

The American National Live Stock Association was a party to this proceeding.

FEDERAL STOCK-YARD WORK CONSOLIDATED

A CONSOLIDATION of activities relating to public stock-yards and interstate transportation is announced by the Bureau of Animal Industry, effective July 1. By order of Dr. John R. Mohler, chief of the bureau, supervision over live stock moving interstate has been transferred from the Field Inspection Division of the bureau to the Packers and Stock-Yards Division. Dr. O. S. Fladness, who has had many years of experience in live-stock inspection at public stock-yards and elsewhere, and has represented the Bureau of Animal Industry in important missions to Mexico and South American countries, has been placed in charge of the section, the duties of which include inspection of live stock for diseases, tuberculin testing of cattle shipped interstate, mallein testing of horses, immunizing of hogs against cholera, disinfecting cars, and enforcement of the twenty-eight-hour law, which requires that live stock in transit have the necessary feed, water, and rest.

JULY CROP ESTIMATES

ESTIMATES of this year's corn crop—the first to be given out by the Department of Agriculture—place the total at 2,735,617,000 bushels, on the basis of conditions as they appeared on July 1. This compares with 2,786,288,000 bushels harvested last year.

Indications for other crops on the same date were (with 1927 figures in parentheses): winter wheat, 543,782,000 bushels (552,384,000); spring wheat, 256,155,000 (319,307,000); all wheat, 799,937,000 (871,691,000); rye, 39,300,000 (58,572,000); oats, 1,320,097,000 (1,195,006,000); barley, 303,000,000 (265,577,000).

Herd Bulls

Range Bulls

Pure-Bred Hereford Cattle

PERRY PARK
RANCH

LARKSPUR, COLORADO

R. P. Lamont, Jr.
Owner

THE MARKETS

LIVE-STOCK MARKET IN JULY

BY JAMES E. POOLE

CHICAGO, ILL., August 1, 1928.

ASPECTACULAR YEARLING MARKET was the outstanding feature of midsummer cattle trade. Little cattle led the price procession, regardless of whether they went over the scales at \$12 per cwt. or flirted with the \$17 mark. Thousands of yearlings cashed at \$15.75 to \$16.50 per cwt.—either steers, heifers, or mixed. Yearlings in the 1,000-pound class reached \$16.85 late in July, heifers scored at \$16.65, and even at \$16.50 steers were anything but prime. On the other hand, heavy cattle were always hard to move, and, at a time when they were leading the procession last year, slipped back to a bad second place. In fact, when top yearlings scored at \$16.85, both at Chicago and at Missouri River markets, \$16 was practically the top on good heavy steers. July was a period of partial adjustment to a beef-merit basis; but that process was hampered, not only by general scarcity, but by a deficient supply of the cheaper grades of steers and butcher cattle.

Number of Finished Cattle Reduced

Chicago receipts in July were close to 30,000 less than last year, and at the ten principal markets about 70,000 fewer cattle registered than during the same month of 1927. Chicago's supply was cut down by the fact that values went to a parity at Missouri River markets—a somewhat abnormal condition, preventing rebilling and prompting trans-Missouri feeders to bill to near-by markets. Toward the end of July the supply of finished cattle in Chicago territory was so reduced that packers sent their buyers into the highways and byways in a strenuous effort to keep eastern coolers replenished with beef. As there was little or no incentive to put cattle on feed during the February-to-May period, scarcity of what the trade knows as "follow-up" cattle was in evidence early in July. High corn aggravated the situation. Nebraska was no longer able to load the market to the gunwale part of each week, and symptoms of actual beef scarcity were detected. Each week's beef production moved promptly into distributive channels, and until the last week of July consumers were apparently able and willing to go the price pace.

Narrow Spread Between Good and Medium Steers

About the middle of July, killers applied themselves resolutely to the task of buying cattle with more regard to beef merit, and by the end of the month had succeeded in widening the spread between good and medium steers 50 cents to \$1 per cwt.; but even then the two classes were out of line. Female cattle also declined in the same ratio, but, as grassers displaced fed cows and heifers, the decline on paper was not reflected in the beef. At no time did stock cattle, or cheaper killing steers with which they came in competition, show weakness, as feeders were always on the alert to take a bunch of promising steers away from feeders, paying \$13 to \$13.75 for fleshy 1,000- to 1,100-pound grassers for a quick turn on corn. Late in July average cost of beef steers at Chicago figured \$15.25 per cwt.—the high point of the year—in comparison with \$11.45 at the corresponding time last year, and \$10.75 on a previous three-year-average basis.

Yearlings Command Premium

Top cattle prices during the last week in July disclosed several interesting features. One was the premium earned by yearlings, both steers and heifers, compared with last year, when big cattle headed the price list, and another the sharp appreciation since 1926, when the whole market was semi-demoralized, as evidenced by the following figures:

	Top 1928	Top 1927	Top 1926
Heavy steers	\$16.35	\$14.50	\$10.15
Yearling steers	16.85	13.75	10.65
Yearling heifers	16.65	12.75	9.25

But the high altitude of prices was not indicated by tops, as every grade, down to the "dogs," participated. A comparison of bulk prices on the cheaper grades furnishes abundant demonstration of this:

	1928	1927	1926
Grass steers.....	\$11.50-13.75	\$8.50-10.00	\$7.50-8.50
Grass cows.....	7.75-10.25	5.50- 7.50	4.25-5.25
Cutter cows.....	6.00- 7.25	4.75- 5.50	3.00-4.00
Stockers and feeders	10.00-11.50	7.00- 8.50	5.00-7.00

Hog Values Ascend

Hog supply fell down in July, as was to have been expected, and, naturally, prices advanced. Ten markets had around 1,760,000 during the month, against 1,955,000 last year. As June was a month of ascending values, a break was expected in July; but nothing of that nature happened, although, whenever the top price passed \$11.50 and average cost at Chicago exceeded \$10.50, which included a grist of \$9.50 to \$10 packing sows, the coterie of big packers put up strenuous resistance to further appreciation. Small packer and shipper demand kept prices fairly well stabilized, good hogs selling largely at \$11 to \$11.25, which paid growers well for the feed bill. A heavy crop of barley held sows and thin light hogs back in the country, averting much of the usual midsummer demoralization on these grades. Both shippers and small packers were free buyers of smooth sows at \$10 to \$10.25, leaving the dregs of the crop to the big packers. Pigs, with which the market was deluged during the winter and spring period of low prices, almost disappeared. Fresh-pork trade was healthy, export demand picked up, and packers reported a brisk market for smoked and dry salt meats. The shadow of a generous stock of both lard and meats still hung over the market, but there was an excellent prospect of a clearance of both commodities by the time the advance guard of the new crop of shotes knocks at the market gate next fall.

Liberal Receipts Depress Lamb Market

Lambs declined about \$1.50 per cwt. during July, the top dropping from \$17 to \$15.25. A free movement was mainly responsible, and, as killing stock predominated, feeders advanced 50 cents. Breeding stock attained such high levels that buyers balked, and toward the end of the month that branch of the trade went stale. Fat sheep, by reason of scarcity, gained about 50 cents during the month, indicating that a few people, old-fashioned in a gastronomic sense, still eat mutton. At the end of the month it was a \$14.75 to \$15 trade in fat lambs, feeders selling at \$13.50 to \$14—the high price of the season. Fat ewes, now the only supply of mutton, sold at \$6.50 to \$7. Native lambs showed some improvement compared with recent crops, but carried a cull end selling at \$11 to \$11.50, for which there was a healthy demand for cheap meat trade. Lamb values have had the benefit of an advance of 75 cents to \$1 in pelts, compared with last year, and, while prices have ruled somewhat higher than a year ago, carcasses

have cost about the same on the hooks. The month's run at the ten principal markets was approximately 810,000, against 775,000 last year.

STOCKER PRICES LOOK HIGH TO FEEDERS

J. E. P.

TO BUY OR NOT TO BUY CATTLE is the problem of major importance with feeders who have not yet been educated to the new scale of stock-cattle prices. Nevertheless, considerable investment demand exists. Feeders are paying up to \$13.75 for fleshy cattle adapted to a quick turn on corn, and it has been a \$10 to \$11.50 market for stockers. These prices have such a strong resemblance to war levels that feeders are reluctant to recognize them, and bankers equally reluctant to make loans. However, the July advance in fat cattle had a reassuring influence, materially stimulating buying, in which some of the wisest people engaged in beef-making have participated. One Denver man, who operates extensive feed-lots in Nebraska, announced, late in July, that he had protected himself to the extent of securing 5,000 steers, and was in the market for more, adding: "There hasn't been a weak spot in the stocker market this year, and, in my opinion, those who wait for a November bargain sale will nurse red-eyed regret."

An Iowa feeder on an extensive scale stated six weeks back that he had concluded not to lay in a single steer this fall, adding: "Cattle are too high, and that states the whole case." Thirty days later he purchased 500 head, and is known to be in the market for more. Regular feeders are gradually coming around to the view that light cattle are worth the money, and are satisfying part of their needs either by actual acquisition or by contracting for future delivery. A significant feature of the situation is that no difficulty is experienced in getting stockers over the scales at the central markets; another, that they are difficult to buy in the country. Texas jobbers, who made early contracts for fall delivery, have about unloaded, but report difficulty in getting more

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cattle, so closely has the available supply been absorbed. A Texas man, with contracts for around 10,000 yearlings and calves, visited Chicago about the middle of July, and within twenty-four hours had disposed of his entire holdings, an Iowa feeder taking a string of yearlings for fall delivery at \$12 per cwt. Asked if he could deliver more, he replied in the negative.

Speculating on the probable volume of winter feeding is futile, but that every possible steer will be installed is certain. Corn promises a bumper crop, regardless of what the Washington statisticians may dope out on the subject. Florida, Mississippi, Alabama, and even Texas may be short, but the cattle-feeding states will have feed in abundance, in striking contrast to conditions last winter, when many sections were under the necessity of shipping in corn before Christmas, and have been at it ever since. The hay crop is short, but there will be plenty of roughage for making cheap gains prior to putting cattle on full feed, and feeders are now using less roughage than formerly during the final hundred-day stretch of the beef-making operation. There is a wealth of aftermath where small grains were harvested, and bluegrass pastures are luxuriant, making it possible to graze down stock-cattle cost before winter sets in.

Farmer feeders, who handle one or two loads of steers annually, may be reluctant to go the new price pace, but the regulars are either laying in cattle or looking for them, and in satisfying their needs are paying less attention to quality than heretofore. Common steers are about \$2 per cwt. higher than last year; but, as they have been consistent

money-makers, prices look justified. An Illinois feeder who handled 6,000 of this type of steers last winter at a canning factory has reduced his purchase 25 per cent—a policy that may be general if prices are maintained at present levels. It is the consensus of opinion that October and November will develop a broad demand for anything of the bovine species susceptible of profitable treatment at the feed-box, and that early-bought cattle will be the best buy.

MARGIN BETWEEN GOOD AND COMMON BEEF SHOWS NO SIGN OF WIDENING

J. E. P.

WITH NO INTENTION OF KNOCKING the beef-branding proposition, the indisputable fact is that what is popularly known as "better" beef has not had its just dues in cattle-market transactions this season. To the man who bought quality and put on finish there has been an aggravatingly, and apparently unreasonably, narrow spread between good bullocks on the one hand and both medium and common grades on the other. Feeders of good heavy steers have protested futilely at a premium of 75 cents to \$1 per cwt. on lower-dressing light cattle. During July as good heavy cattle as ever left a feed-lot sold at \$15.80, when yearlings that were not ripe were eligible to \$16.75, and little baby-beef heifers that were neither beef nor veal went over the scales at \$16.65. Toward the end of July, killers made strenuous effort to remedy this condition, but such was demand for light cattle, regardless of finish or quality, that the spread continued narrow. It could have been promptly widened by marking up top prices, but this was not on the program. When any type of fat cattle cross the \$16 per cwt. line, buying resistance is certain.

As usual, short feeders have had possession of the thick end of the stick. Thin cattle bought late in the winter returned to market fit for the butcher during July, to make a far better showing than steers fed since last fall. In some cases they actually "doubled the dollars," despite a high feed bill. Clarence Woods, of Newton County, Indiana, bought a drove of 750-pound Herefords on the Chicago market in March at \$11.75 per cwt., and in July sold them, weighing 985 pounds, at \$15.85, actually doubling first cost—with the feed bill to be deducted, of course; and this instance was no exception to the rule. It will be remembered that late in the winter the head of one of the major packing concerns signed an advertisement, which was given wide circulation, warning feeders against "sharpshooting," as he termed it, and expressing an opinion that they were paying prices for thin cattle which heralded heavy loss. Nothing of that nature has happened, however, the advance in fat-cattle values during the spring and early summer having given owners of warmed-up steers selling at \$14.50 to \$15.75 an opportunity to pocket considerable velvet.

The explanation is price and scarcity of both cheap steers and butcher cattle—cows, heifers, and bulls. Those oracles who have been predicting that the time was at hand when American beef-eaters would be forced on a diet of dairy-cow beef are sadly discredited. Canning and cutting cows at \$6.25 to \$7.50 per cwt. tell a mute but eloquent story. The weekly grist of reactor cows that deluged the cattle market early in 1926, to the demoralization of the entire trade, would have been a boon to beef-venders this year, could it have been repeated. It demonstrates that there is a broad demand for the lower and medium grades of beef, and but a narrow outlet for the product of 1,350- to 1,600-pound bullocks, no matter how well finished or superb in quality.

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Sire feeder calves that command a premium. Champion feeders at Denver four out of five past years were Shorthorns.

We will assist you to locate suitable Shorthorns.

American Shorthorn Breeders' Association

18 Dexter Park Avenue, Chicago, Ill.

LIVE-STOCK MARKET QUOTATIONS

Tuesday, July 31, 1928

CATTLE AND CALVES

	KANSAS CITY	OMAHA	DENVER
STEERS:			
Good to Choice (1,500 lbs. up)	\$15.00-15.50	\$13.50-15.25	.....
Choice (1,300 to 1,500 lbs.)	15.10-15.75	14.75-15.50	.....
Good	13.50-15.00	13.50-14.75	.....
Choice (1,100 to 1,300 lbs.)	15.00-16.00	15.00-16.25	\$14.50-16.00
Good	13.50-15.25	13.50-15.00	13.50-14.50
Choice (950 to 1,100 lbs.)	15.25-16.25	15.25-16.50	14.60-16.00
Good	13.75-15.50	13.75-15.25	13.40-14.60
Medium (800 lbs. up)	11.10-13.75	11.75-13.75	11.50-13.40
Common	8.25-11.10	8.75-11.75	9.40-11.50
YEARLING STEERS:			
Choice (750 to 950 lbs.)	15.50-16.35	15.25-16.60	14.50-15.75
Good	13.75-15.50	14.00-15.25	13.25-14.50
HEIFERS:			
Choice (850 lbs. down)	15.00-16.00	14.50-15.75	13.90-15.40
Good	13.00-15.00	13.50-14.50	12.00-14.15
Common to Medium	8.25-13.00	9.25-13.50	8.25-12.40
Choice (850 lbs. up)	12.25-15.25	12.75-15.25	13.10-14.85
Good	11.00-14.50	11.25-14.00	11.00-13.75
Medium	9.00-12.75	9.50-12.75	9.25-12.25
COWS:			
Choice	10.50-11.75	11.25-12.25	10.00-11.25
Good	9.00-10.50	9.50-11.25	8.60-10.00
Common to Medium	7.00- 9.00	7.50- 9.50	6.75- 8.60
Low Cutters and Cutters	5.50- 7.00	5.75- 7.50	4.90- 6.75
BULLS:			
Good to Choice	8.75- 9.75	9.00-10.00	8.25- 9.15
Cutters to Medium	6.50- 8.75	7.25- 9.00	6.35- 8.25
CALVES:			
Medium to Choice (500 lbs. down)	8.00-12.50	9.50-12.50	8.50-12.25
Culls to Common	6.00- 8.00	7.00- 9.50	5.75- 8.50
VEALERS:			
Good to Choice	10.50-14.00	11.00-13.50	13.00-15.25
Medium	8.00-10.50	10.00-11.00	10.50-13.00
Culls to Common	6.00- 8.00	7.00-10.00	6.50-10.50
FEEDERS AND STOCKERS:			
STEERS:			
Good to Choice (800 lbs. up)	11.25-13.75	11.50-13.50	11.40-13.50
Common to Medium	8.75-11.50	9.25-11.50	8.85-11.40
Good to Choice (800 lbs. down)	11.25-13.75	11.75-13.75	11.50-13.40
Common to Medium	8.50-11.25	9.25-11.75	8.85-11.50
HEIFERS:			
Good to Choice	9.25-11.75	9.25-11.75	9.40-10.75
Common to Medium	8.00- 9.25	7.50- 9.25	7.75- 9.40
COWS:			
Good to Choice	7.50- 8.25	7.25- 8.50	7.25- 8.25
Common to Medium	6.25- 7.50	6.25- 7.25	6.25- 7.25
CALVES:			
Good to Choice	11.50-13.75	11.00-12.75	11.25-13.00
Medium	8.50-11.50	8.50-11.00	9.00-11.25
HOGS			
Heavy Weights, Medium to Choice	\$10.15-11.00	\$10.35-10.95	\$10.40-11-10
Medium Weights, Medium to Choice	10.35-11.00	10.50-11.00	10.60-11.25
Light Weights, Medium to Choice	10.00-11.00	9.65-10.95	10.25-11.25
Light Lights, Medium to Choice	9.15-10.75	8.75-10.35	9.75-10.50
Packing Sows	8.75-10.00	8.75-10.00	9.00- 9.75
Slaughter Pigs, Medium to Choice	9.25-10.50	.....	.....
Feeder and Stocker Pigs, Med. to Ch.	9.25-10.50	7.50- 9.25	.....

SHEEP AND LAMBS

LAMBS:			
Good to Choice (84 lbs. down)	\$13.25-14.50	\$13.75-14.50	\$13.25-14.10
Medium (92 lbs. down)	12.00-13.25	12.75-13.25	11.50-13.25
Culls to Common (all weights)	9.00-12.00	9.25-12.75	9.50-11.50
YEARLING WETHERS:			
Medium to Choice (110 lbs. down)	8.75-12.00	8.50-12.50	.....
EWES:			
Medium to Choice (120 lbs. down)	4.75- 6.75	5.00- 6.65	4.25- 6.25
Medium to Choice (120 to 150 lbs.)	4.25- 6.50	4.25- 6.25	.....
Culls to Common (all weights)	1.00- 4.75	1.50- 5.00	.....

"There is only one Mr. Poole. Now, when the six months are up, have me get THE PRODUCER for a year after that."—GEORGE CHASE, Lodge Grass, Mont.

COMPARATIVE LIVE-STOCK PRICES

BELOW ARE FIGURES showing prices on the principal classes and grades of live stock at Chicago on July 30, 1928, compared with July 2, 1928, and August 1, 1927:

SLAUGHTER STEERS:	July 30, 1928	July 2, 1928	Aug. 1, 1927
Choice (1,100 to 1,500 lbs.)	\$15.75-16.35	\$15.00-15.50	\$13.25-14.50
Good	14.00-15.75	14.25-15.00	11.00-14.00
Choice (1,100 lbs. down)	16.00-16.75	15.00-15.50	12.85-14.00
Good	14.00-16.00	14.10-15.00	10.65-13.25
Medium (800 lbs. up)	11.75-14.00	12.50-14.25	8.75-10.75
YEARLING STEERS:			
Good to Choice	14.00-16.75	14.00-15.50	10.15-13.25
HEIFERS:			
Good to Choice	11.25-16.60	11.25-15.25	8.50-12.00
COWS:			
Good to Choice	9.10-12.50	9.75-12.00	6.50- 9.50
FEEDER AND STOCKER STEERS:			
Good to Choice (800 lbs. up)	11.75-13.50	11.75-13.00	8.50- 9.50
Common to Medium	9.50-11.75	9.50-11.75	7.00- 8.50
Good to Choice (800 lbs. down)	11.75-13.50	11.75-13.00	8.25- 9.25
Common to Medium	9.50-11.75	9.25-11.75	6.50- 8.25
HOGS:			
Medium Weights (200 to 250 lbs.)	10.25-11.25	10.25-11.15	9.45-11.10
LAMBS:			
Medium to Choice	12.50-15.25	13.50-16.35	12.00-14.15

REGISTERED HEREFORD CATTLE

T. E. MITCHELL & SON

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Cowboy Boots

It is economy and comfort to get good boots—boots that really fit from the start.

With great care in the making, and the use of the best of material, we turn out footwear of great durability.

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Dave Pasada

1640 Cahuenga Ave.

Hollywood, Calif.

LIVE STOCK AT STOCK-YARDS

APPENDED ARE TABLES showing receipts, shipments, and slaughter of live stock at sixty-seven markets for the month of June, 1928, compared with June, 1927, and for the six months ending June, 1928 and 1927:

RECEIPTS

	June		Six Months Ending June	
	1928	1927	1928	1927
Cattle*	1,056,963	1,185,136	6,647,379	7,219,632
Calves	501,195	546,912	3,145,876	3,271,481
Hogs	3,547,565	3,774,577	25,965,073	21,844,007
Sheep	1,912,973	1,815,610	10,351,152	10,113,412

TOTAL SHIPMENTS:[†]

	June		Six Months Ending June	
	1928	1927	1928	1927
Cattle*	447,305	463,024	2,769,141	2,831,294
Calves	146,534	161,095	881,242	928,231
Hogs	1,299,362	1,259,116	9,399,703	7,786,289
Sheep	904,360	848,889	4,815,193	4,809,675

STOCKER AND FEEDER SHIPMENTS

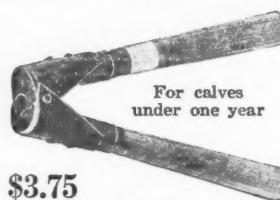
	June		Six Months Ending June	
	1928	1927	1928	1927
Cattle*	164,478	157,219	1,207,241	1,087,639
Calves	19,062	13,014	114,609	102,159
Hogs	55,545	61,043	417,346	512,108
Sheep	277,995	257,444	929,324	1,118,315

LOCAL SLAUGHTER

	June		Six Months Ending June	
	1928	1927	1928	1927
Cattle*	601,645	716,743	3,784,657	4,283,462
Calves	361,300	394,989	2,292,574	2,378,161
Hogs	2,268,926	2,522,407	16,558,084	14,037,614
Sheep	1,020,332	963,332	5,538,857	5,307,710

*Exclusive of calves.

†Including stockers and feeders.

DEHORNING Made Quick and Clean
with the WILL C. BARNES D'HORNERCUPS out the horn buttons,
so that stubs do not grow.Quick and convenient to use,
and least painful to the calf.Cutting blades are tempered
tool steel. Light, but sturdy.
More in use than all other
types combined.Money back if not satisfac-
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HIGH MARKET ON GRASSERS LIKELY TO CONTINUE

AT THE INCEPTION OF AUGUST, killers were awaiting early shipments of fat grass cattle, anxiously, if not hungrily. During July they had access to a moderate supply of Texas, Oklahoma, and Kansas grassers, but not enough to satisfy current demand for cheap beef. It was an \$11.50 to \$13.75 trade on grassers up to the beginning of August, with every prospect of a high market all through the season. Northwestern grassers will be late and, measured by the heavy runs from that quarter in recent years, few in number, as that whole grazing region has been constantly deluged with rain, keeping grass soft, and, with certainty of a high market, owners have no incentive to ship early or nurse anxiety concerning October and November gluts.

There is a strong probability that feeders will be keen competitors on fleshy grass steers, as they can put the beef into the corn-fed class by treating it to thirty or forty days on corn. In some quarters prediction is made that heavy grass cattle will find a \$14 to \$15 market. Feeders have already shown a disposition to pay \$13.50 to \$13.75 for 1,000- to 1,100-pound western grass cattle, and, should they continue in that mood, will insure a good market. New corn will be ready for beef-making purposes in September, and grass cattle make rapid gains on that feed. On a thirty-day corn ration the beef cuts red, instead of dark, and, as scarcity of good corn-fed beef impends, this product will be adapted for substitute purposes.

Southwestern pastures received their full quota of cattle last spring, but attractive prices drew them to market early, the probability being that the surplus, if such exists, will have been worked off before northwestern beef-gathering begins. A few thousand western Canadian cattle are scheduled to reach St. Paul and Chicago, but there will not be enough beef from that quarter to affect prices, and any Canadian feeders available will get a warm reception.

Speculation is rife as to the probable numerical strength of the cattle run from the Northwest. Outside the Sandhills region of Nebraska and Montana pastures, a sharp reduction, compared with 1927, is inevitable. When the count is made, and not until then, will the facts be known. Prices are attractive, but feed is plentiful, and demand for mature feeding steers may prompt some people to carry yearlings over. However, if fat steers sell anywhere near anticipated prices, every beef critter will be gathered. Grass-cattle owners are likely to make a "killing" on their 1928 beef production, and war-period prices may be duplicated.

"DOLLAR BEEF" CRY HURTFUL TO TRADE

J. E. P.

FOOL PUBLICITY of the near-sensation type frequently damages industry. Some journalistic bonehead put a yarn in circulation late in July that beefsteak was headed to a "dollar-a-pound" basis. Cattle-scarcity and beef-famine prediction illuminated the screed, the logical effect of which was creation in the consumer mind of the idea that beef had worked into the category of luxuries and was beyond the buying power of the average family.

This boner was pulled on the strength of a few outstanding sales of prime yearlings at \$16.75 and \$16.85 per cwt. The fact that ordinary heavy cattle had declined \$1 per cwt. previously, and that short-fed steers had suffered to the extent of \$1.50 per cwt. or more, was ignored by the writer, who was obviously ignorant of cattle-trade conditions, whose idea was

that all cattle were worth \$16 and up, and who knew nothing of the great mass of \$13 to \$15.50 steers which furnish the bulk of commercial beef.

Such fiction—using that term advisedly—exerts a profound influence on consumer psychology. It is doubtless fostered by retailers anxious to justify prices charged the public, as in this instance the writer had gone to the trouble of interviewing a number of market men, who, without exception, portrayed a \$16 to \$16.75 fat-cattle market, while few, if any, of them had a single pound of product cut from steers of that character in their ice-boxes.

The case of the beef-import advocate can be bolstered by such doubtful newspaper work. In fact, it may be well-disguised propaganda fostered by eastern interests working insidiously, but strenuously, to throw down the bars to South American product.

DEMAND CENTERS ON CALVES

J. E. P.

THIS YEAR'S CALF CROP has already been closely bought up, at prices ranging from \$45 to \$50 per head, or the equivalent on a per-pound basis. During the past thirty days speculators have been unloading, both yearlings and calves, most of them being sold up. In both Texas and the Northwest as high as \$55 per head has been paid for choice calves, and the market is firm at the new basis.

As was the case last year, a large percentage of the heifer calves dropped this year will go direct to the feeder, to contribute to the 1929 beef supply. Current prices are magnetic and irresistible. With fat yearling heifers selling at \$16 to \$16.65, and yearling steers at anywhere from \$16 to \$16.85, calf prices are justified—provided, of course, that the fat-cattle market holds.

Yearlings at \$11 to \$12 per cwt. at the western loading-point justify wintering northern calves, especially where feed is available—a policy which some growers will adopt; but in the Southwest it is good practice to sell calves to the feeder. Everywhere necessity for retention of heifer calves exists, and in the Northwest, now thrown on its own resources so far as cattle replacement is concerned, such retention is imperative.

An Iowa man who recently went to Montana for cattle said on his return: "Two years ago I bought 700-pound yearlings at \$34 in Montana that cannot now be dislodged at \$75. At that time I bought good cows with their calves at \$60; on this trip I bid \$115 for the same package, and was turned down."

THE DENVER MARKET

BY W. N. FULTON

DENVER, COLO., August 2, 1928.

THE BULK OF THE SUPPLIES in the cattle division at the Denver market consisted of fed stock early in the month of July, but later the market was largely on a grass-fed basis. Trade was active, with a good demand for both classes of stock. Good fed beef steers that were selling at \$13 to \$14.50 early in July were moving the scales at \$14.50 to \$15.75 at the close of the month, while strictly fancy, well-finished steers topped the market for the year, and for several years, at \$16.25 about the middle of July. Heifers that sold around \$13 to \$14 early in July were selling at the close at \$14 to \$15, with the extreme top at \$15.50, paid on August 2. Good-quality fed cows were selling at \$10 to \$11 early in July; prices advanced until good kinds were selling at around \$12

to \$12.50 by the middle of the month. Grass cows sold at \$11 to \$11.75 when they first made their appearance about the middle of the month, but sharp declines were made as the supply of grassers increased, and by the close of the month grass-fed cows were selling at \$9 to \$9.85. Demand for feeders and stockers was strong, and all available supply moved readily. Prices ranged from \$13 to \$13.75 for choice feeding steers toward the close of the month, while the extreme top was \$14, paid for a bunch of choice Wyoming steers to go back to feed-lots for a short finish.

Hogs.—Hog trade was active, and the market had a fairly good tone throughout. The advance registered in late June was well maintained, and further increases were recorded. The supply, while slightly larger than in July, 1927, was not unduly heavy, and the entire offering was taken readily from day to day. At the close of June good-quality hogs were selling

The Cattle Situation

With less cattle being slaughtered at our markets and the smallest visible supply on our farms and ranches in years, almost any kind of cattle show some profit.

As always, however, quality commands a premium. Owners of well-bred stock obtain the highest returns.

Quality cattle yield most per head and highest net profit.

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THEY SIRE QUALITY CATTLE**

American Hereford Cattle Breeders' Association

300 West Eleventh Street

Kansas City, Mo.




A Bargain in Heifers—

Your choice of two groups

1. Two carloads. Though not quite coming up to the WHR requirements for registered animals, these heifers are a choice lot, showing lots of quality and suitable for any high-class grade herd. Priced to sell at the market.
2. Three cars, best quality, well-grown, strong-boned, nicely marked heifers. Registered and reasonably priced.

Both these groups are yearlings; both carry the same approved Anxiety breeding and are the kind you will like.

The Lazears and Otto Fulscher
WYOMING HEREFORD RANCH
Cheyenne, Wyo.




up to \$10.40 per cwt. By the middle of July the market had advanced to \$11.25 for top; and this price was well maintained to the end of the month. The trade anticipates a continuation of the high prices for some time to come. Reports from the country indicate a rather limited supply of good, fat hogs available, and the probability is that not until the new-corn hogs begin to come to market will there be any material reduction in the price-list.

Sheep.—Sheep trade was fairly active during July, but prices of lambs dropped somewhat, the market continuing the decline noted in June. Good-quality fat lambs were selling up to \$15.25 early in the month; at the close the best grades went over the scales at \$14. Choice-quality ewes that sold around \$6.25 early in the month were bringing about the same price at the close. Despite the fact that a 60 per cent increase was noted in the lamb supply at the market during July, the trade was active, and everything offered was disposed of to good advantage. While the government estimate indicates rather more lambs in the western range territory this year than last, the demand is expected to be larger, due to the big corn crop now in process of development throughout the Corn Belt, and local traders look for a big inquiry and very satisfactory prices for feeder lambs on this market during the entire fall season.

Horses.—The horse market was active during the month. Local traders report that not in years has the demand been so strong for good-quality work-horses and mules during the summer as this year. Prices were well maintained, and the market had a good tone throughout on all desirable work-horses. Good-quality heavy horses are selling at \$100 to \$150 a head. Chunks are bringing anywhere from \$60 to \$100. Light unbroken horses are hard to sell, and the demand for this class of stock is somewhat limited, with prices anywhere from \$40 down.

THE CALIFORNIA MARKET

THE PACIFIC COAST CATTLE MARKET is strong and active, with the coast trade handling all available, according to the Western Cattle Marketing Association. Supplies of good cattle are becoming limited in central California, and the greater part of the market supply is coming in small shipments of a few cars each. A good demand for calves exists, which will probably continue until southwestern calves from New Mexico, Arizona, and Texas start moving to the coast. Good steers are bringing 10½ to 11 cents, f. o. b. railroad, with good cows netting 8½ to 9½ cents. Good heifers move readily at 9 to 9½ cents, while calves of light weight and good finish sell at 12½ to 13 cents.

Feeder-cattle buyers are active on all classes, from weaner calves up to two- and three-year-old steers. As fall approaches, there should be an increasing demand for feeder cattle. Good rains in Arizona during the last week may influence the supply of feeders available in that state.

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DENVER, COLORADO

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The largest and finest hotel in the state. One block from all street cars. One mile from the noise.

THE LEADING HOTEL OF DENVER
CALVIN H. MORSE, Manager

The Metropole is now an annex to the Cosmopolitan

HOLDINGS OF FROZEN AND CURED MEATS

BELOW IS A SUMMARY of storage holdings of frozen and cured meats on July 1, 1928, as compared with July 1, 1927, and average holdings on that date for the last five years (in pounds):

Commodity	July 1, 1928	July 1, 1927	Five-Year Average
Frozen beef.....	17,238,000	23,261,000	31,025,000
*Cured beef.....	14,972,000	20,495,000	23,103,000
Lamb and mutton.....	2,163,000	1,360,000	2,248,000
Frozen pork.....	285,720,000	220,847,000	182,744,000
*Dry salt pork.....	174,969,000.	173,256,000	182,791,000
*Pickled pork.....	453,342,000	450,172,000	427,714,000
Miscellaneous.....	64,033,000	63,768,000	66,968,000
Totals.....	1,012,437,000	953,159,000	916,593,000
Lard.....	214,465,000	147,318,000	138,036,000

*Cured or in process of cure.

WHOLESALE PRICES ON WESTERN DRESSED MEATS

Monday, July 30, 1928

FRESH BEEF AND VEAL

STEERS (700 lbs. up) :	CHICAGO	BOSTON	NEW YORK
Choice	\$23.00-24.00	\$22.00-22.50	\$23.50-24.50
Good	22.00-23.00	21.50-22.50	22.50-24.00

STEERS (550 to 700 lbs.) :	CHICAGO	BOSTON	NEW YORK
Choice	23.00-24.50	.....	23.50-25.00
Good	21.50-23.00	.....	22.50-24.00

STEERS (500 lbs. up) :	CHICAGO	BOSTON	NEW YORK
Medium	18.00-22.00	20.00-21.50	18.00-21.50
Common	16.00-18.00	18.50-20.00	16.00-18.00

YEARLING STEERS (300 to 550 lbs.) :	CHICAGO	BOSTON	NEW YORK
Choice	24.50-26.00	.....	24.50-26.00
Good	22.50-24.50	.....	23.50-25.00
Medium	20.00-22.50	.....	.....

COWS:	CHICAGO	BOSTON	NEW YORK
Good	17.00-19.00	18.00-19.00	17.50-20.00
Medium	15.00-17.00	16.50-18.00	15.50-17.50
Common	14.00-15.00	15.50-16.00	13.50-15.00

VEALERS:	CHICAGO	BOSTON	NEW YORK
Choice	23.00-25.00	22.00-24.00	23.00-26.00
Good	21.00-23.00	20.00-22.00	22.00-24.00
Medium	18.00-21.00	18.00-20.00	20.00-22.00
Common	16.00-18.00	16.00-18.00	17.00-20.00

CALVES:	CHICAGO	BOSTON	NEW YORK
Choice .....	.....	.....	21.00-23.00
Good	18.00-20.00	17.00-18.00	19.00-21.00
Medium	16.00-18.00	15.00-17.00	17.00-19.00
Common	13.50-16.00	13.00-15.00	16.00-17.00

FRESH LAMB AND MUTTON

LAMBS (38 lbs. down) :	CHICAGO	BOSTON	NEW YORK
Choice	\$27.00-29.00	.....	\$27.00-29.00
Good	25.00-27.00	\$26.00-28.00	26.00-28.00
Medium	22.00-25.00	23.00-26.00	23.00-26.00
Common	19.00-22.00	20.00-23.00	21.00-24.00

LAMBS (39 to 45 lbs.) :	CHICAGO	BOSTON	NEW YORK
Choice	26.00-28.00	28.00-29.00	27.00-29.00
Good	24.00-26.00	26.00-28.00	26.00-28.00
Medium .....	.....	.....	24.00-26.00
Common .....	.....	.....	21.00-24.00

MUTTON (Ewes, 70 lbs. down) :	CHICAGO	BOSTON	NEW YORK
Good	15.00-17.00	17.00-19.00	16.00-17.00
Medium	13.00-15.00	14.00-17.00	14.00-16.00
Common	10.00-13.00	12.00-14.00	11.00-13.00

LOINS:	CHICAGO	BOSTON	NEW YORK
8-10 lb. av.....	\$27.00-29.00	\$27.00-28.00	\$26.00-29.00
10-12 lb. av.....	25.00-27.00	27.00-28.00	25.00-27.00
12-15 lb. av.....	22.00-25.00	24.00-26.00	23.00-25.00
16-22 lb. av.....	18.00-20.00	20.00-22.00	19.00-21.00

FRESH PORK CUTS

HIDES HAVE THEIR UPS AND DOWNS

RECOVERING FROM THE JUNE SLUMP, the hide market went into the doldrums late in July. It was the old story of resistance by processors to advancing cost of raw material. However, no fundamental weakness was detected, as killers moved a large volume of stock during the previous period of activity and, being well sold up, were able to turn down bids at less money. Lower prices are improbable, unless stocks accumulate in killers' hands, which is unlikely. The South American market is active at about 24½ cents, landed in New York.

In packer stock, spready native steers are quoted at 26 to 26½ cents; heavy native steers, at 24½; heavy native cows, at 24½; heavy Texas steers, at 24; butt-branded steers, at 24; Colorado steers, at 23½; native bulls, at 18 to 18½; branded bulls, at 17 to 17½.

NEW WOOL GOING TO MILLS

IN ONE RESPECT the wool situation is unique. Deliveries to mills have been running 25 per cent heavier in volume than at the corresponding period of 1927, and for the first time in trade history dealers have carried practically nothing of the previous year's clip over into the new season.

The foreign situation has developed marked strength during the past thirty days. Mills have made a strong bluff at waiting, but the real situation cannot be concealed. A hue and cry has been raised that wool is "too high," which may be merely opinion from sources not always entitled to credence. Certainly no weakness can be detected in the underlying situation, and there is no surplus stock of any kind lying around in warehouses; consequently the strong strategic position of the grower is not open to debate, the probability being that the 1929 clip will realize more money than that just taken from the sheep's back.

Reports from the goods market are somewhat mixed, but some mills are anticipating future requirements, while others are maintaining an air of indifference. Slight price concessions, however, would promptly book a large volume of orders. There is an urgent demand for special descriptions—half-bloods, three-eighths, and low three-eighths wools. Manufacturers are ill-disposed to talk values, but, when in actual need of wool, buy without serious haggling.

At the recent London sales the European continent set the pace, keen bidding developing on Merinos. The offering was in strong hands, and, when bidding waned, withdrawals were prompt. In all the world's markets the same strong undertone is in evidence. America has been a reluctant bidder in foreign markets, but is expected to come in at approaching sales.

San Angelo twelve-month wools were cleaned up in July, about 2,500,000 pounds of unsold wool being taken by a Boston house at \$1 to \$1.05, clean basis. At the Roswell sale little was done, as buyers were pegged at 95 cents, and holders preferred consigning their property, in confidence that more money would be available later. In Montana there has been some trading in bulk fine wool, and the available supply in that state is rapidly disappearing. Fleece wools are moving slowly, half-blood Ohio combing wools making 50 to 51 cents. In Ohio and Pennsylvania fine wools have recently sold at 40 cents, but owners are not disposed to accept that price.

As a rule, owners are not pushing wool, salesmen having been taken off the road. The "too-high" cry is being sounded too lustily to get credence, and is doubtless due to a determined effort to prevent further appreciation.

TRADE REVIEW

FOREIGN TRADE IN JUNE

FOR THE FISCAL YEAR ending June 30, 1928, exports of merchandise from the United States were valued at \$4,877,815,000, against \$4,968,100,000 for the previous year—a decrease of 1.8 per cent. Imports were \$4,147,883,000, comparing with \$4,252,024,000 for the previous twelve-month period—a loss of 2.4 per cent. The figures for June and the fiscal year follow:

	June		Twelve Months Ending June	
	1928	1927	1928	1927
Exports.....	\$390,000,000	\$356,966,000	\$4,877,815,000	\$4,968,100,000
Imports.....	317,000,000	354,892,000	4,147,883,000	4,252,024,000
Excess of exports.....	\$ 73,000,000	\$ 2,074,000	\$ 729,932,000	\$ 716,076,000

EXPORTS OF MEATS IN JUNE

EXPORTS OF MEAT PRODUCTS and animal fats from the United States for the month of June and the six months ending June, 1928, as compared with the corresponding periods of 1927, were as below (in pounds):

BEEF PRODUCTS

	June		Six Months Ending June	
	1928	1927	1928	1927
Beef, fresh.....	137,769	84,400	998,459	931,600
Beef, pickled.....	1,076,261	996,072	4,474,281	7,925,468
Beef, canned.....	177,655	293,939	1,189,137	1,726,090
Oleo oil.....	5,356,347	7,081,770	32,871,531	46,801,603
Totals.....	6,748,032	8,456,181	39,533,408	57,384,761

PORK PRODUCTS

	June		Six Months Ending June	
	1928	1927	1928	1927
Pork, fresh.....	352,070	400,801	6,787,549	3,962,965
Pork, pickled.....	2,549,175	3,044,174	16,219,216	13,840,269
Bacon.....	9,620,314	10,333,555	67,083,089	53,826,529
Cumberland sides.....	422,550	1,464,806	2,975,539	3,709,069
Hams and shoulder.....	13,754,462	13,470,937	69,606,095	65,206,362
Wiltshire sides.....	53,016	56,205	394,900	242,043
Sausage, canned.....	128,859	443,232	1,094,409	2,211,836
Lard.....	53,435,938	66,403,948	395,990,826	360,932,816
Lard compounds.....	279,106	594,379	2,389,618	5,724,304
Neutral lard.....	2,059,072	2,040,969	15,044,363	11,641,970
Totals.....	82,654,562	98,253,006	577,585,604	521,298,163

FEEDSTUFFS

COTTONSEED CAKE AND MEAL, f. o. b. Texas points, was selling at \$48 on August 1. At Kansas City on July 30 the hay market was as follows: Alfalfa—No. 1 extra leafy, \$23 to \$24; No. 2 extra leafy, \$21.50 to \$22.50; No. 1, \$20 to \$21; No. 2 leafy, \$18.50 to \$19.50; No. 2, \$15.50 to \$18; No. 3 leafy, \$13.50 to \$15; No. 3, \$12 to \$13; sample, \$9 to \$11.50; prairie—No. 1, \$9.50 to \$10; No. 2, \$8 to \$9; No. 3, \$7 to \$7.50; sample, \$6 to \$6.50; timothy—No. 1, \$11 to \$12; No. 2, \$9 to \$10.50; No. 3, \$7 to \$8.50; sample, \$6 to \$6.50; timothy clover-mixed—No. 1, \$11 to \$12; No. 2, \$9 to \$10.50; No. 3, \$6 to \$8.50.

FOREIGN

LIVE-STOCK INTERESTS IN AUSTRALASIA

BY A. C. MILLS

[*Special Correspondence to The Producer*]

MELBOURNE, June 15, 1928.

THE REPORT OF THE COMMISSION appointed by the Queensland government to inquire into the economic aspects of beef production and distribution was made available about a fortnight ago. It is an informative document, running to over seventy foolscap pages, and for the greater part appears to be reasonable in its recommendations.

The first section of the report deals mainly with the cost of production and the interrelated factor of losses. The "mortality losses" are shown to have been no less than 2,914,968 head during the 1921-26 period, and, though largely attributable to drought, are to some extent accounted for by tick infestations and other parasitic diseases, which would undoubtedly have been more strenuously combated had the industry been on a more profitable basis.

Dealing with the question of profits, or rather their absence, the report says that the average cost of production of beef cattle in the districts that are mainly dependent on the export trade for an outlet, during the six years 1922-27 was \$23.02 per head, whereas the average net market returns of fat bullocks, cows, and store cattle were but \$20.46. This indicates an average working loss on all beasts sold of \$2.58 per head during the past six years; but it must be remembered that it refers only to certain areas of the state.

However, when reviewing the position generally, the commissioners assert that cattle production throughout the state for the period 1922-27 has been unprofitable, except for a comparatively few persons. Even for the years 1924-26, when prices improved above those ruling for 1922-23, the taxable income of cattle-producers averaged less than 1 per cent of the estimated capital invested in the industry.

Further, they go on to point out that, as the average price realized for frozen beef on the oversea markets for the period 1922-27 was substantially higher than that of 1909-14, when production was profitable, the conclusion to be drawn is that, during recent years, the increased expense of production, railage, treatment, and shipment has not only absorbed the higher value and profit of the industry, but also requires a further contribution representing a direct loss to the producer.

Reverting again to the question of cost of production, the commissioners publish figures which show that, of the average cost of \$23.04 per head, 41.4 per cent goes in wages and rations, 14 per cent in rent, 4.4 per cent in rates and taxes, 11.5 per cent in depreciation, 5.6 per cent in droving, and 23.1 per cent in other working expenses, including stores, repairs, water supplies, transport, etc. Various recommendations are made for reducing some of the items, such as reductions in rents and rail freights, and a lowering of taxation. It is also recommended that lessees of crown lands should be given greater security of tenure, and that all cattle leases be extended for a minimum of ten years, while those that are devoted to stud-breeding should be extended for thirty years.

The commissioners acknowledge the futility of making any definite recommendation regarding wages. They content

themselves, therefore, with saying that, seeing these and working conditions are fixed by an industrial tribunal established by Parliament for the purpose, they (the commissioners) can do no more than draw public attention to the weakness of a system which results in excessive wages and conditions being imposed on an industry that has to dispose of its final products in the open markets of the world, and has no control of the prices obtained.

This appears to be the crux of the position. The government may, and probably will, reduce rents and taxes, but unfortunately nobody will have the courage to tackle the larger problem of wages. As a plain matter of fact, labor is organized far better than the grazing industry, and would be able to resist any endeavor to lower rates of pay.

This year cattle prices in Queensland are higher than the cost of production, and so the problems of the industry are not so pressing as was the case in 1927. As mentioned in a previous dispatch, the southern works have been buying fats in the country on a flat-rate basis of from \$7 to \$7.20 per cwt., dressed weights delivered, for mobs promising to yield at least 85 per cent of first-grade beef. The central Queensland companies are paying on a basis of \$6.36 per cwt., delivered, and in the north the packing plants are offering from \$5.50 to \$5.75. Cattle have been coming in freely at these prices, and I gather that most of the plants have sufficient supplies in view to keep running well into August.

The most disturbing feature connected with the beef trade at the moment is the serious decline in hide values. The market has been falling for some time, but recently the weakness has become more pronounced, the drop during the last few weeks alone representing considerably over \$2.50 per head off the value of all cattle killed. This must be placing packers who bought cattle for future delivery in an awkward position, as relatively few hides have been sold forward. Under the circumstances, it is not surprising to hear that they are endeavoring to adjust the buying rates to meet the altered conditions. There has already been a reduction of 48 to 72 cents per cwt. effected at the Enoggera market, where latterly shippers have been paying up to \$6.36 per cwt. for first-grade ox beef, as against \$7, and sometimes more, a month ago. Most of the country buying seems to have been finished for the time being; but, if packers go out again, they are sure to offer less than they did before hides dropped—that is, unless the market improves.

Apart from the central west and far west of Queensland, which continue under drought influence, seasonal conditions are fair to good over practically the whole of the Commonwealth. Central Australia has had a dry spell that limited the movements of northern cattle to the southern markets, but latterly that country has received rain. This should open the stock routes and give northern breeders a much-needed outlet. Owing to the abundance of feed in the southern states, fats are plentiful there and values easier. Last week good trade-description bullocks were selling in the Melbourne yards at from \$80 to \$85 per head, and around \$75 a head in Sydney.

The winter in New Zealand seems to be setting early, but fortunately most stock-owners have a good supply of feed. Owing to the extra heavy killings for the export trade, prime beef cattle are somewhat scarce, and promise to be dear during the winter. At the beginning of June fat steers and bullocks were selling on the basis of \$8.40 to \$9.84 per cwt. in the Christchurch yards, and up to \$8.64 at Auckland, in the far north. These rates were high for that time of the year, and may be taken to indicate a higher range later.

If your subscription has expired, please renew.

ROUND THE RANGE

LAMB CROP SHOWS INCREASE

An increase over last year of about 11 per cent in the lamb crop in the thirteen western range states, which produce approximately 68 per cent of the sheep in the United States, is announced by the Department of Agriculture as the result of the 1928 canvass. The total number of lambs dropped in these states is estimated at 17,083,000, compared with 15,356,000 in 1927. All the states in this group, except Colorado and New Mexico, show increases.

FARM WAGES LOWER

Wages of all classes of farm labor are slightly below those of a year ago, the index of the general level of farm wages on July 1 this year being estimated at 170 per cent of the pre-war level, as compared with 172 per cent in July last year, according to the Bureau of Agricultural Economics.

The lower level, says the bureau, is probably due to the larger supply of labor available this year. Supply, expressed as per cent of demand, was 105 for July, 1928, as compared with 100 a year ago. The larger supply in turn is explained by the much lower volume of industrial employment which has prevailed during the first six months of 1928, thus releasing more labor for the farms.

INDIAN MONUMENT AT WASHINGTON

In the Union Station at Washington, D. C., is exhibited a huge plaster cast of an Indian hunter mounted on a rearing horse, in the act of driving his arrow into a maddened buffalo bull that is preparing to thrust its horns into the entrails of his horse. The statue, realistic in the extreme and of high artistic merit, is constantly surrounded by admiring groups. It is named "Indian Buffalo Hunt," and is the work of the famous sculptor, Henry K. Bush-Brown.

Our national capital, replete with imposing statuary, possesses no monument to the American Indian. Among soldiers and sailors, statesmen and inventors, the original inhabitant of this country is

missing. Indian visitors, proud of their lineage, have long been pointing out this lack. It is now proposed to have Bush-Brown's heroic group cast in bronze, properly mounted, and placed on some attractive site in the city of Washington. For this, \$50,000 is needed. Will C. Barnes is chairman of a committee of

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A great feeding center, located in a never-failing corn and alfalfa country

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OF ALL KINDS

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American Salt Corporation
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HARDY ALFALFA SEED

\$7.20 per bushel; Sweet Clover, \$4. Both test 95 per cent pure. Return seed if not satisfactory. George Bowman, Concordia, Kansas.

FEEDER LAMBS BREEDING EWES

September and October Delivery

Direct from the range to your feed-lots at lowest cost.

We offer any part of 20,000 choice light to medium-weight feeder lambs for delivery after September 20 and up to October 20, to load Montana points; price, \$12.25 per cwt.; freight paid to Omaha via Colorado points on C. & S. and C. B. & Q.

All late April and May lambs; will average 62 to 67 pounds; delivery under best form of range contract; customary down payment, One Dollar per head.

No better-quality lambs anywhere than these thrifty Montanas.

Montana lambs are always free from scab.

We delivered 120,000 lambs to customers in northern Colorado last year.

You can use our service to get exactly the kind of lambs you want direct from the range to your feed-lots. Wire or write us.

F. W. FOULKES AND COMPANY, BILLINGS, MONTANA

322-326 Securities Building

P. O. Drawer 935

THIS CUSTOMER WANTS 30 MACHINES

Briarcliff Farms, Inc.,
Pine Plains, Dutchess County, New York.

The Automatic Currying and Dipping Machine Co.,
Dear Sirs:

Pender, Nebraska.

A year ago we purchased from you one cattle Currying and Dipping Machine, which we like very much. We are running one of the largest pure-bred Aberdeen-Angus herds in America, and could use quite a number of your machines. We would ask you to give us your price on twenty of the cattle size and ten of the hog size.

With these machines we would like thirty or forty drums of oil.

Yours very truly,
(Signed) W. A. McGREGOR.
Vice-President.



We invite investigation.
Write to any farmer or
feeder who is a user of
the Automatic Currying and
Dipping Machine.

Automatic Currying & Dipping Machine Co.

805 Third Street

PENDER, NEBRASKA

LIVE-STOCK PARASITES

"A Calendar of Live-Stock Parasites" has been issued by the Bureau of Animal Industry, giving for each month of the year a picture of the particular parasite or parasites that may be looked for in that month, together with means for preventing or controlling them. At the end of the pamphlet are more general

directions for holding the trouble-makers in check. This useful little work, which every live-stock owner should possess, will be sent free by application to the Department of Agriculture, Washington, D. C.

REINDEER MEAT GROWING IN POPULARITY

Reindeer meat in increasing quantities is being shipped down from Alaska, where packing of this meat has assumed the proportions of one of the territory's leading industries, reports the Department of the Interior. The meat may now be bought nearly everywhere in the Northwest, and one dealer in Seattle handles it exclusively. It even finds its way occasionally into eastern bills-of-fare.

A large portion of the meat is shipped by an incorporated company, with headquarters at Nome. This company, which owns more than 50,000 head of reindeer, operates in the Seward Peninsula and has recently reorganized with a capital of \$3,000,000. It has constructed several cold-storage plants, to which the deer are driven when in prime condition, and slaughtered. Three cold-storage barges are also operated along the coast.

In the northern part of Alaska, nature provides the best possible cold-storage facilities, as the ground is frozen solid to great depths, and even in summer the ice is within a few inches of the surface.

Not Interested.—Teacher—"What is the interest on \$500 for one year at 2 per cent? Moses, pay attention!"

Moses—"For 2 per cent I'm not interested."—Answers (*London*).

FOR SALE

About three hundred yearling steers, one load choice two- and three-year-old Hereford steers, and about sixty head of choice Hereford heifers. Write to

DANIELSON BROS.
Knight, via Evanston, Wyo.

RANCHES, large or small, for sale, exchange or lease in Texas, New Mexico, Arizona, Wyoming, Montana, California, Canada, Central and South Americas, Africa, and islands of the sea. J. D. FREEMAN, Gunter Bldg., San Antonio, Texas.

For Sale or Trade

6,000-acre cattle or sheep ranch; \$25,000 worth of improvements; close to shipping point. Outside range available. Will carry one thousand cattle. Do not answer unless you mean business.

J. F. HUGGINS, KIT CARSON, COLO.

FOR SALE

One of the finest farms in Sanborn County, South Dakota: 640 acres in one chunk, and 100 acres across the road from it—800 in all; 750 acres under cultivation; all fenced and cross-fenced; three hog pastures, fenced with woven wire, seeded to alfalfa and tame grass; about 180 acres fenced with woven wire for hogging down.

Fine soil: black-loam top, with clay subsoil; no sand to blow; just a little sand mixed in top soil, which is very beneficial for quick growth.

There are two open ditch drains on this farm, all paid up. There are three car-loads, or about 14,000 feet, of tile laid in this land.

The farm is located 4 miles from Cuthbert, 9 miles from Letcher, and 8 miles from Woonsocket, the county seat; on a good graveled road, R. F. D. and telephone; also an electric high line by the place.

Six-room house, with cellar walled up; soft water flowing well less than a rod from back door; water piped to stock-yards and hog lots. There is a new barn, built in 1922, 36x48, 12 ft. posts, hip roof, with two grain bins and two box stalls; driveway through the center and 3 ft. alley in front of horses; hay capacity, 40 tons, track and carrier. Granary, new in 1922, 20x40, 8 ft. posts; corn crib, new in 1922, 10x40, 9 ft. posts; hen house, new in 1922, 12x24, 7 ft. posts.

These buildings all have cement foundations and shingle roof, except corn crib, which has galvanized sheet-iron roofing, and hog house, 20x50, 4½ ft. sides built of hollow blocks, cement foundation, sheeted tight, and heavy rubberoid roofing, with 16 sunlight windows in roof, built in 1918.

Then there is another cattle barn, 24x90, 8 ft. posts, shingle roof, for milch cows and stock cattle.

A fine place to finish cattle for market, as ever so much corn goes by the place to market, and alfalfa grows as easily here as foxtail.

More land adjoining can be had, and for less than I ask, but it is not so well improved.

Fine grove, about 200 acres of alfalfa, and 50 acres of wild pasture. Very nearly all can be put under cultivation. Good neighborhood.

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Concerning Your Marketing Expense Dollar

DETAILED records kept by the National Live Stock Producers Association last year on the expenses incident to the marketing of 79,520 cars of cattle, hogs, sheep, and calves show that the owners paid nearly six millions of dollars to get this volume of live stock delivered to the buyers and sold.

The total head handled by species were:

Cattle	451,159
Calves	398,178
Hogs	3,574,846
Sheep	1,166,554
Total.....	5,590,728

Marketing expenses, with percentages of each item involved, were:

Freight and truck	\$3,544,912.47	59.6%
Operating	1,117,858.34	18.8%
Yardage	771,245.80	12.9%
Feed (corn and hay)	517,023.74	8.7%
Total.....	\$5,951,040.35	100.0%

Roughly speaking, this is a dollar per head. Of this dollar, 59.6 cents is freight paid at the terminal market. This represents only the freight expense accumulated on the last haul from the feeder to his market. It does not include transportation charges previously collected.

The above figures represent the business transacted by the following thirteen co-operative association members of

THE NATIONAL LIVE STOCK PRODUCERS ASSOCIATION

Kansas City
St. Louis

Sioux City
Pittsburg

Cincinnati
Fort Worth
Indianapolis

Chicago
Buffalo

Cleveland
Evansville

Detroit
Peoria

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